2016年第3四半期（7月～9月）決恽短信

会 社 名 バンク・オブ・アメリカ・コーポレーション
（Bank of America Corporation）
（8648）
100 North Tryon Street，Charlotte，NC 28255 U．S．A．
東証市場第一部
本決算：年1回（12月）中間決算：四半期ごと
東京都港区元赤坂一丁目 2 番 7 号 赤坂Kタワー
アンダーソン・毛利•友常法律事務所 電話 03 （6888） 1000

1．本国における決算発表日 2016年10月17日（月曜日）

2．業 績

|  | 第3四半期（7月～9月までの3ヵ月間） |  |  |
| :---: | :---: | :---: | :---: |
|  | 当年度（2016 年） | 前年度（2015 年） | 増減率 |
| 正味利息収入 |  | 百万 ${ }^{\text {¢ }}$ ， 900 | 3． 0 |
| 利息外収入 | 11,434 | 11,092 | 3.1 |
| 純利益 | 4，955 | 4， 619 | 7.3 |
| 1 株当り純利益 | $0.43{ }^{\text {F゙ル }}$ $($ 希薄化後） 0.41 | $0.40^{\text {F }}$～ （希薄化後） 0.38 | $\begin{aligned} & 7.5 \\ & 7.9 \end{aligned}$ |


|  | 今期累計額（1月～9月の號 9 力月間） |  |  |
| :---: | :---: | :---: | :---: |
|  | 当 期 | 前年同期 | 増減率 |
| 正味利息収入 | 30，${ }^{\text {百万 }{ }^{\text {Frı }} \text { ，}}$ |  | \％ 5.2 |
| 利息外収入 | 32,907 | 34,111 | $\triangle 3.5$ |
| 純利益 | 13,210 | 12,552 | 5.2 |
| 1 株当り純利益 | （希薄化後） $1.1 .15{ }^{\mathrm{F}_{\text {几 }}} 1$ | （希薄化後） $1.09^{\mathrm{F}}$ ， 1.03 | $\begin{aligned} & 5.5 \\ & 6.8 \end{aligned}$ |

（注）1．本情報は，速報値であり，本発表時に入手可能な会社情報に基づき作成されている。 2．過年度の数値の一部は，当期の表示に一致させるために組替えられている。

| 配 当 金 の 推 移 |  |  | 備 考 |
| :---: | :---: | :---: | :---: |
|  | 当年度（2016 年）（ドル） | 前年度（2015 年）（ドル） |  |
| 第 1 四 半 期 | 0.05 | 0.05 |  |
| 第 2 四 半 期 | 0.05 | 0.05 |  |
| 第 3 四 半 期 | 0.075 | 0.05 |  |
| 第 4 四 半 期 | － | 0.05 |  |
| 合 計 |  | 0.20 |  |

（注）1．原則として各四半期に宣言された配当金である。

当社の 2016 年度第 3 四半期の当期純利益は， 50 億ドル（ 1 株当たり 0.41 ドル）でした。また，収益は $3 \%$ 増加して 216 億ドル，利息外費用は $3 \%$ 減少して 135 億ドルでした。

当社の 2016 年度第 3 四半期の収益（支払利息控除後）は前年同期の 210 億ドルから $3 \%$ 増加して 216 億 ドルでした。純受取利息は前年同期の 99 億ドルから $3 \%$ 増加して 102 億ドル（GAAPベース）でした。利息外収益は前年同期の 111 億ドルから $3 \%$ 増加して 114 億ドルでした。貸倒引当金繰入額は前年同期の 8 億 600 万ドルに対し， 8 億 5,000 万ドルでした。純貸倒償却額は前年同期の 9 億 3,200 万ドルから 8 億 8,800万ドルに減少しました。利息外費用は前年同期と比較して 4 億 5,800 万ドル（ $3 \%$ ）減少し， 135 億ドルで した。税引前利益は前年同期と比較して $17 \%$ 増加し， 73 億ドルでした。当期純利益は前年同期の 46 億ド ルに対し， $7 \%$ 増加して 50 億ドル， 1 株当たり利益は前年同期の 0.38 ドルに対し， $8 \%$ 増加して 0.41 ドルでした。貸出金残高は前年同期と比較して 230 億ドル（ $3 \%$ ）増加し， 9,050 億ドルでした。預金残高 は前年同期と比較して 710 億ドル（ $6 \%$ ）増加し， 1 兆 2 ， 300 億ドルでした。

平均資産利益率は $0.90 \%$ ，平均普通株主持分利益率は $7.3 \%$ ，平均有形普通株主持分利益率は $10.3 \%$ でした。 1 株当たり純資産は前年同期と比較して $8 \%$ 増加し， 24.19 ドルで， 1 株当たり有形純資産は前年同期と比較して $11 \%$ 増加し，17．14ドルでした。当社の普通株式の買戻しは 14 億ドル，普通株式配当 は8億ドルでした。

ブライアン・モイニハン最高経営者責任者は，「当四半期は責任ある成長という当社の戦略を忠実に実行し，お客様との関係の質を重視することで好決算を達成しました。収益を伸ばす一方で，費用を削減し， リスク管理を継続した結果，税引前利益は $17 \%$ 増加しました。業界有数のデジタル・バンキング機能を はじめとするイノベーションへの投資を通じ，当社はお客様へのサービス提供のあり方を変革し続けてい ます。当社の全事業に広がるこのイノベーションはお客様と株主の皆様の利益につながっています。」と コメントしています。

ポール・ドノフリオ最高財務責任者は，「貸借対照表の最適化と強化の取り組みを継続するなか，顧客 の活発な取引に厳しいコスト管理が相まって，営業レバレッジはプラスとなりました。資本と流動性は過去最高水準に迫り，また，引受基準も堅固なことから，当社はその歴史においておそらく今までないほど の強さと安全性を備え，かつ，お客様にサービスをお届けする体制が整っています。当社は株主の皆様の ための長期価値の達成に引き続き注力しています。当四半期は 1 株当たり有形純資産を前年同期と比較し て $11 \%$ 伸ばし， 22 億ドル近い資本を普通株主に還元しました。」とコメントしています。
（上記は現地2016年10月17日発表のニュースリリースの抜粋箇所の抄訳です。原文と抄訳の間に䀋䶣が ある場合には，原文の内容が優先します。全文（原文）は，以下のとおりです。）

# Bank of America Reports Q3-16 Net Income of \$5.0 Billion, EPS of \$0.41 <br> Revenue Increased 3\% to \$21.6 billion; Noninterest Expense Declined 3\% to \$13.5 billion 

## Financial Highlights ${ }^{1}$

## Business Segment Highlights ${ }^{1}$

## Consumer Banking

| Consumer Banking | - Loans up $\$ 16.1$ billion; deposits up $\$ 60.4$ billion <br> - Brokerage assets up $18 \%$ <br> - Mobile banking active users up $16 \%$ to 21.3 million <br> - Total credit/debit card spending up $5 \%^{2}$ |
| :---: | :---: |
| Global Wealth and Investment Management | - Total client balances of nearly $\$ 2.5$ trillion <br> - Loans up $\$ 9.2$ billion; deposits up $\$ 6.8$ billion <br> - Pretax margin improved to $25 \%$ <br> - Long-term AUM flows of $\$ 10.2$ billion |
| Global Banking | - Loans up $\$ 20.5$ billion; deposits up $\$ 3.4$ billion <br> - Total Corporate Investment Banking fees up 13\% to \$1.5 billion <br> - Participated in all of the top 10 debt underwriting deals ${ }^{(8)}$ |
| Global Markets | - Sales and trading revenue up $14 \%$ <br> - Fixed income up 32\% <br> - Equities down 17\% <br> - Excluding net DVA, sales and trading revenue up $18 \%^{(C)}$ <br> - Fixed income up 39\% ${ }^{(\mathrm{Cl})}$ <br> - Equities down 17\% ${ }^{(\mathrm{C})}$ |
| CEO Commentary |  |
| "We delivered strong results this quarter by staying true to our strategy of responsible growth and focusing on the quality of the relationships with our customers and clients. We grew revenue, reduced expenses and continued to manage risk, resulting in a 17 percent increase in pretax earnings. Our investments in innovation, including industry-leading digital banking capabilities, continue to transform how we serve our customers. This innovation across our businesses is benefiting customers and shareholders." <br> - Brian Moynihan, Chief Executive Officer |  |
| od) September 30, 2016 | June 30, 2016 September 30, 2015 |
| \$2,195.3 | \$2,187.0 \$2,153.0 |
| 905.0 | 903.2882 .1 |
| 1,232.9 | 1,216.1 1,162.0 |
| 522.0 | 515.0499 .0 |
| 11.0\% | 10.6\% 11.6\% |
| 10.9\% | 10.5\% 11 |

## CFO Commentary

"Strong client activity and good expense discipline combined to drive positive operating leverage as we continue to optimize and strengthen our balance sheet. With near-record levels of capital and liquidity, as well as robust underwriting standards, Bank of America is stronger, safer and better prepared to deliver for customers and clients than probably at any time in our history. We remain focused on delivering long-term value to shareholders. This quarter, we increased tangible book value per share by $11 \%$ while returning nearly $\$ 2.2$ billion in capital to common shareholders."

- Paul M. Donofrio, Chief Financial Officer


## Consumer Banking

Three months ended

Financial Results ${ }^{1}$

- Net income up 3\% to \$1.8 billion as higher NII and lower expenses offset lower fee-based income, producing positive operating leverage
- Pretax, pre-provision net revenue up $10 \%$ to $\$ 3.6$ billion ${ }^{(H)}$
- Revenue was relatively flat at $\$ 8.0$ billion
- NII increased $\$ 197$ million, driven primarily by strong deposit growth
- Noninterest income decreased \$210 million, due primarily to the absence of one-time gains on divestitures recognized in the year-ago quarter
- Provision for credit losses increased \$175 million, with reserve releases of $\$ 12$ million, compared to \$186 million
- Noninterest expense down $\$ 340$ million, driven by improved operating efficiencies and lower fraud costs, partially offset by higher FDIC expense
(\$ in millions)

| Net interest income (FTE) | \$5,290 | \$5,207 | \$5,093 |
| :---: | :---: | :---: | :---: |
| Noninterest income | 2,678 | 2,588 | 2,888 |
| Total revenue (FTE) ${ }^{2}$ | 7,968 | 7,795 | 7,981 |
| Provision for credit losses | 698 | 726 | 523 |
| Noninterest expense | 4,371 | 4,414 | 4,711 |
| Net income | \$1,813 | \$1,677 | \$1,757 |
| ${ }^{1}$ Comparisons are to the year-ago quarter unless noted. <br> ${ }^{2}$ Revenue, net of interest expense. |  |  |  |

Three months ended

| Business Highlights ${ }^{1,2}$ | (\$ in billions) | 9/30/2016 | 6/30/2016 | 09/30/2015 |
| :---: | :---: | :---: | :---: | :---: |
| - No. 1 retail deposit market share ${ }^{3}$ | Average deposits | \$605.7 | \$596.5 | \$556.0 |
|  | Average loans and leases | 248.7 | 242.9 | 233.1 |
| - Total client balances up $11 \%$ to a record $\$ 1.0$ trillion - Average deposit balances grew $\$ 49.7$ billion, or 9\%; average loan balances grew $\$ 15.6$ billion, or $7 \%$ <br> - Client brokerage assets grew $\$ 20.8$ billion, or 18\%, to $\$ 138.0$ billion, driven by underlying client flows and strong market performance | Brokerage assets (EOP) | 138.0 | 131.7 | 117.2 |
|  | Total mortgage production ${ }^{4}$ | \$20.4 | \$20.6 | \$16.9 |
|  | Mobile banking active users (MM) | 21.3 | 20.2 | 18. |
|  | Number of financial centers | 4,629 | 4,681 | 4,741 |
| Total mortgage production ${ }^{4}$ grew $\$ 3.6$ billion, or 21\%, to $\$ 20.4$ billion | Efficiency ratio (FTE) | 55\% | 57\% | 59 |
|  | Return on average allocated | 21 | 20 | 21 |

- More than 1.3 million U.S. consumer credit cards issued
- 4,629 financial centers, including 25 new openings during the past 12 months
- 21.3 million mobile banking active users, up $16 \%$
- Digital sales represented $18 \%$ of total sales
- $25 \%$ of digital sales through mobile devices

| Total U.S. Consumer Credit Card |  |  |  |
| :--- | :--- | :--- | :--- | :--- |
|  |  |  |  |
| New card accounts (MM) | $\mathbf{1 . 3 2}$ | 1.31 | 1.26 |
| Risk-adjusted margin | $\mathbf{9 . 1 1 \%}$ | $8.79 \%$ | $9.51 \%$ |

[^0]
## Global Wealth and Investment Management

## Financial Results ${ }^{1}$

- Net income up $10 \%$ to $\$ 697$ million as lower expenses more than offset lower revenue to create positive operating leverage
- Revenue down $\$ 74$ million to $\$ 4.4$ billion
- NII up $\$ 34$ million, reflecting higher loan and deposit balances
- Noninterest income down \$108 million, driven by lower transactional revenue
- Noninterest expense down $\$ 213$ million, or 6\%, due to the expiration of fully amortized advisor retention awards and lower operating and support costs, partially offset by higher FDIC expense

| (\$ in millions) | $\mathbf{9 / 3 0 / 2 0 1 6}$ | $\mathbf{6 / 3 0 / 2 0 1 6}$ | $\mathbf{9 / 3 0 / 2 0 1 5}$ |
| :--- | ---: | ---: | ---: |
| Net interest income (FTE) | $\mathbf{\$ 1 , 3 9 4}$ | $\mathbf{\$ 1 , 4 0 3}$ | $\mathbf{\$ 1 , 3 6 0}$ |
| Noninterest income | $\mathbf{2 , 9 8 5}$ | 3,022 | 3,093 |
| Total revenue (FTE) | $\mathbf{4 , 3 7 9}$ | 4,425 | 4,453 |
| Provision for credit losses | $\mathbf{7}$ | 14 | $(2)$ |
| Noninterest expense | $\mathbf{3 , 2 5 7}$ | 3,288 | 3,470 |
| Net income | $\mathbf{\$ 6 9 7}$ | $\$ 703$ | $\mathbf{\$ 6 3 2}$ |

${ }^{1}$ Comparisons are to the year-ago quarter unless noted.
${ }^{2}$ Revenue, net of interest expense.
Three months ended

- Average deposit balances grew $\$ 9.8$ billion, or $4 \%$
- Average loans and leases grew $\$ 8.9$ billion, or $7 \%$
- Total client balances increased $\$ 92.6$ billion, or $4 \%$, to nearly $\$ 2.5$ trillion, driven by higher market valuations and positive long-term assets under management (AUM) flows
- Excluding the impact of the transfer of BofA Global Capital Management's AUM in Q2-16, client balances grew 7\% from Q3-15
- Long-term AUM flows of \$10.2 billion in Q3-16
- Pretax margin increased to 25\% from 22\%
- Number of wealth advisors increased $2 \%$ to $18,248^{2}$

Three months ended

| (\$ in billions) | 9/30/2016 | $\mathbf{6 / 3 0 / 2 0 1 6}$ | $\mathbf{9 / 3 0 / 2 0 1 5}$ |
| :--- | ---: | ---: | ---: |
| Average deposits | $\mathbf{\$ 2 5 3 . 8}$ | $\mathbf{\$ 2 5 4 . 8}$ | $\$ 244.0$ |
| Average loans and leases | $\mathbf{1 4 3 . 2}$ | 141.2 | 134.3 |
| Total client balances | $\mathbf{2 , 4 9 0 . 2}$ | $2,419.5$ | $2,397.7$ |
| Long-term AUM flows | $\mathbf{\$ 1 0 . 2}$ | $\$ 10.1$ | $\$ 4.4$ |
| Pretax margin | $\mathbf{2 5 \%}$ | $\mathbf{2 5 \%}$ | $\mathbf{2 2 \%}$ |
| Efficiency ratio (FTE) | $\mathbf{7 4}$ | 74 | 78 |
| Return on average allocated | $\mathbf{2 1}$ | $\mathbf{2 2}$ | $\mathbf{2 1}$ |
| capital |  |  |  |
| ${ }^{1}$ Comparisons are to the year-ago quarter unless noted. |  |  |  |
| ${ }^{2}$ Includes financial advisors in Consumer Banking of 2,179 and 2,050 in Q3-16 and Q3-15. |  |  |  |

## Global Banking

## Financial Results ${ }^{1}$

- Net income increased $\$ 275$ million to $\$ 1.6$ billion, reflecting solid revenue growth and continued expense discipline
- Revenue increased $10 \%$ to $\$ 4.7$ billion
- NII was higher, primarily due to increased loan and leasing-related balances
- Noninterest income increased 13\%, due to the impact from loans and related loan hedging activities in the fair value option portfolio, higher investment banking fees and higher treasuryrelated revenues
- Provision for credit losses decreased $\$ 63$ million to \$118 million
- Noninterest expense decreased modestly, as lower operating and support costs were partially offset by higher revenue-related incentive compensation and FDIC expense
(\$ in millions)
Three months ended

| Net interest income (FTE) | $\mathbf{\$ 2 , 4 7 0}$ | $\$ 2,424$ | $\$ 2,315$ |
| :--- | ---: | ---: | ---: |
| Noninterest income $^{2}$ | $\mathbf{2 , 2 7 8}$ | 2,270 | 2,021 |
| Total revenue (FTE) $^{2,3}$ | $\mathbf{4 , 7 4 8}$ | 4,694 | 4,336 |
| Provision for credit losses | $\mathbf{1 1 8}$ | 199 | 181 |
| Noninterest expense | $\mathbf{2 , 1 5 1}$ | 2,126 | 2,161 |
| Net income | $\mathbf{\$ 1 , 5 5 3}$ | $\mathbf{\$ 1 , 4 9 6}$ | $\mathbf{\$ 1 , 2 7 8}$ |

${ }^{1}$ Comparisons are to the year-ago quarter unless noted.
${ }^{2}$ Global Banking and Global Markets share in certain deal economics from investment banking and loan origination activities.
${ }^{3}$ Revenue, net of interest expense.

Business Highlights ${ }^{1,2}$

- Average loans and leases grew $\$ 25.7$ billion, or $8 \%$
- Average deposit balances grew $\$ 9.9$ billion, or $3 \%$
- Total Corporation Investment Banking fees of $\$ 1.5$ billion (excluding self-led deals) increased 13\%, driven by higher debt and equity issuance activity, partly offset by lower advisory fees
- Best third quarter since Merrill Lynch merger
- Ranked No. 3 globally in net investment banking fees ${ }^{(B)}$
- Strong leadership position across broad range of products
- Ranked among top 3 globally by volumes in high-yield corporate debt, leveraged loans, asset-backed securities, investment grade corporate debt, syndicated loans and debt capital markets ${ }^{(B)}$
- Return on average allocated capital increased to $17 \%$

Three months ended

|  | (\$ in billions) | $\mathbf{9 / 3 0 / 2 0 1 6}$ | $\mathbf{6 / 3 0 / 2 0 1 6}$ | $\mathbf{9 / 3 0 / 2 0 1 5}$ |
| :--- | ---: | ---: | ---: | ---: |
| Average deposits | $\mathbf{\$ 3 0 6 . 2}$ | $\mathbf{\$ 2 9 8 . 8}$ | $\mathbf{\$ 2 9 6 . 3}$ |  |
| Average loans and leases | $\mathbf{3 3 4 . 4}$ | 334.4 | 308.7 |  |
| Total Corp. IB fees (excl. self- <br> led) |  |  |  |  |
| Global Banking IB fees $^{2}$ | $\mathbf{1 . 5}$ | 1.4 | 1.3 |  |
| Business Lending revenue | $\mathbf{0 . 8}$ | 0.8 | 0.8 |  |
| Global Transaction Services <br> revenue | $\mathbf{2 . 3}$ | 2.2 | 2.1 |  |
| Efficiency ratio (FTE) | $\mathbf{\$ 1 . 6}$ | $\mathbf{\$ 1 . 6}$ | $\$ 1.6$ |  |
| Return on average allocated | $\mathbf{4 5 \%}$ | $45 \%$ | $50 \%$ |  | capital

${ }^{1}$ Comparisons are to the year-ago quarter unless noted.
${ }^{2}$ Global Banking and Global Markets share in certain deal economics from investment banking and loan origination activities.

## Global Markets

Three months ended

## Financial Results ${ }^{1}$

- Net income increased 34\% to \$1.1 billion from \$800 million, driven by strong FICC sales and trading revenues and continued expense management
- Revenue up $\$ 609$ million to $\$ 4.4$ billion; excluding net DVA ${ }^{4}$, revenue increased $\$ 748$ million to $\$ 4.5$ billion, driven by higher sales and trading results and higher capital markets investment banking fees
- Noninterest expense declined $\$ 39$ million, or $1 \%$, as increases in revenue-related incentives were more than offset by lower operating and support costs

| (\$ in millions) | 9/30/2016 | $\mathbf{6 / 3 0 / 2 0 1 6}$ | $\mathbf{9 / 3 0 / 2 0 1 5}$ |
| :--- | ---: | ---: | ---: | ---: |
| Net interest income (FTE) | $\mathbf{\$ 1 , 1 1 9}$ | \$1,088 | $\mathbf{\$ 1 , 0 9 4}$ |
| Noninterest income ${ }^{2}$ | $\mathbf{3 , 2 4 0}$ | 3,220 | $\mathbf{2 , 6 5 6}$ |
| Total revenue (FTE) |  |  |  |
| Net DVA |  |  |  |


| Business Highlights ${ }^{1,2}$ | (\$ in billions) | Three months ended |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 9/30/2016 | 6/30/2016 | 9/30/2015 |
| - Sales and trading revenue up $\$ 442$ million, or $14 \%$, to \$3.6 billion | Average trading-related assets | \$415.4 | \$411.3 | \$431.2 |
|  | Average loans and leases | 69.0 | 69.6 | 66.3 |
| - Excluding net DVA, sales and trading revenue up $18 \%$ to $\$ 3.7$ billion, the highest third quarter in five years ${ }^{(C)}$ | Sales and trading revenue | 3.6 | 3.5 | 3.2 |
|  | Sales and trading revenue (excl. net DVA) ${ }^{\text {(C }}$ | 3.7 | 3.7 | 3.1 |
| - FICC increased 39\%, due to stronger performance globally across credit products, led by mortgages, and continued strength in rates products and client financing ${ }^{(C)}$ | Global Markets IB fees | 0.6 | 0.6 | 0.5 |
|  | Efficiency ratio (FTE) | 61\% | 60\% | 72 |
| - Equities down 17\%, due to lower levels of client activity in cash and derivatives, reflecting lower market volatility ${ }^{\text {(C) }}$ | Return on average allocated capital | 12 | 12 | 9 |
|  | Comparisons are to the year-ago quarter unless noted. <br> ${ }^{2}$ Global Banking and Global Markets share in certain deal economics from investment banking and loan origination activities. |  |  |  |

Three months ended

## All Other

Financial Results ${ }^{1}$

- Net loss of \$182 million, compared to net income of $\$ 152$ million. Results for Q3-16 include a charge of approximately $\$ 350$ million for revaluing the company's U.K. deferred tax assets following enactment of the previously announced reduction of the U.K. corporate income tax rate
- Revenue declined $\$ 290$ million, driven by lower gains on sales of debt securities and lower net interest income, partially offset by higher valuations of mortgage servicing rights
- Provision for credit losses decreased $\$ 54$ million to $\$ 8$ million, driven by lower loan balances from continued run-off of non-core mortgages
- Noninterest expense increased \$144 million, driven by litigation expense

| (\$ in millions) | 9/30/2016 | $\mathbf{6 / 3 0 / 2 0 1 6}$ | 9/30/2015 |
| :--- | ---: | ---: | ---: |
| Net interest income (FTE) | $\mathbf{\$ 1 5 6}$ | $\$ 219$ | $\mathbf{\$ 2 6 5}$ |
| Noninterest income | $\mathbf{2 5 3}$ | 68 | 434 |
| Total revenue (FTE) |  | $\mathbf{4 0 9}$ | 287 |
| Provision for credit losses | $\mathbf{8}$ | 42 | 699 |
| Noninterest expense | $\mathbf{1 , 0 4 4}$ | 1,084 | 62 |
| Net income (loss) | $\mathbf{\$ ( 1 8 2 )}$ | $\$(206)$ | 900 |

${ }_{2}^{1}$ Comparisons are to the year-ago quarter unless noted.
${ }^{2}$ Revenue, net of interest expense.
Note: All Other consists of ALM activities, equity investments, the international consumer card business, non-core mortgage loans and servicing activities, liquidating businesses, residual expense allocations and other. ALM activities encompass certain residential mortgages, debt securities, interest rate and foreign currency risk management activities, the impact of certain allocation methodologies and accounting hedge ineffectiveness. The results of certain ALM activities are allocated to our business segments. Equity investments include our merchant services joint venture as well as Global Principal Investments, which is comprised of a portfolio of equity, real estate and other alternative investments.

Three months ended

## Highlights ${ }^{1}$

- Overall credit quality remained strong. Compared to Q2-16, both the consumer and commercial portfolios improved
- Total net charge-offs declined to $\$ 888$ million from $\$ 985$ million in Q2-16 and \$932 million in Q3-15
- The decline from the prior quarter and year-ago quarter was driven by lower charge-offs in the Consumer Real Estate and Credit Card portfolios
- Energy-related net charge-offs declined $\$ 34$ million from the prior quarter and increased $\$ 33$ million from the year-ago quarter to $\$ 45$ million
- The net charge-off ratio decreased to $0.40 \%$ from $0.44 \%$ in Q2-16 and $0.43 \%$ in Q3-15
- The provision for credit losses decreased \$126 million from the prior quarter to $\$ 850$ million, driven by improved asset quality in both the Commercial and Consumer portfolios. Compared to the year-ago quarter, the provision for credit losses increased \$44 million due to lower reserve releases
- Net reserve release was \$38 million, compared to \$9 million in the prior quarter and $\$ 126$ million in Q3-15, as reserve releases in consumer were mostly offset by increased commercial reserves
- Reservable criticized commercial exposures were $\$ 16.9$ billion in Q3-16, compared to \$18.1 billion in Q2-16 and \$13.0 billion in Q3-15. The decline from Q2-16 was due to improvements across several industries. The year-over-year change was due to increases in the energy sector

| (\$ in millions) | 9/30/2016 | 6/30/2016 | 9/30/2015 |
| :---: | :---: | :---: | :---: |
| Provision for credit losses | \$850 | \$976 | \$806 |
| Net charge-offs | 888 | 985 | 932 |
| Net charge-off ratio ${ }^{2}$ | 0.40\% | 0.44\% | 0.43\% |
| At period-end |  |  |  |
| Nonperforming loans, leases and foreclosed properties | \$8,737 | \$8,799 | \$10,336 |
| Nonperforming loans, leases and foreclosed properties ratio ${ }^{3}$ | 0.97\% | 0.98\% | 1.18\% |
| Allowance for loan and lease losses | \$11,692 | \$11,837 | \$12,657 |
| Allowance for loan and lease losses ratio ${ }^{4}$ | 1.30\% | 1.32\% | 1.45 |
| ${ }^{1}$ Comparisons are to the year-ago quarter unless noted. <br> ${ }^{2}$ Net charge-off ratio is calculated as annualized net charge-offs divided by average outstanding loans and leases during the period. |  |  |  |
|  |  |  |  |
| ${ }^{3}$ Nonperforming loans, leases and foreclosed properties ratio is calculated as nonperforming loans, leases and foreclosed properties divided by outstanding loans, leases and foreclosed properties at the end of the period. |  |  |  |
| ${ }^{4}$ Allowance for loan and lease losses ratio is calculated as allowance for loan and lease losses divided by loans and leases outstanding at the end of the period. |  |  |  |

Note: Ratios do not include loans accounted for under the fair value option.

Bank of America Reports Third-Quarter 2016 Financial Results

## Balance Sheet, Liquidity and Capital Highlights (\$ in billions unless noted)

Balance Sheet (end of period)

## Three months ended

 Balance Sheet (end of period)6/30/2016

## 9/30/2015

Total assets \$2,195.3

Total loans and leases
905.0
\$2,187.0
\$2,153.0
Total deposits
1,232.9
903.2
882.1

Funding and Liquidity

| Long-term debt | \$225.1 | \$229.6 | \$237.3 |
| :---: | :---: | :---: | :---: |
| Global Liquidity Sources ${ }^{(\mathrm{E})}$ | 522 | 515 | 499 |
| Time-to-required funding (months) ${ }^{(\mathrm{E})}$ | 38 | 35 | 42 |


| Equity |  |  |  |
| :--- | :---: | :---: | :---: |
| Common shareholders' equity | $\mathbf{\$ 2 4 4 . 9}$ | $\mathbf{\$ 2 4 2 . 2}$ | $\$ 233.6$ |
| Common equity ratio $^{\text {Tangible common shareholders' equity }}{ }^{\prime}$ | $\mathbf{1 1 . 2 \%}$ | $11.1 \%$ | $10.8 \%$ |
| Tangible common equity ratio $^{\prime}$ | $\mathbf{\$ 1 7 3 . 5}$ | $\$ 170.7$ | $\$ 161.6$ |
|  | $\mathbf{8 . 2 \%}$ | $8.1 \%$ | $7.8 \%$ |

## Per Share Data

Common shares outstanding (in billions)
Book value per common share

| 10.12 | 10.22 | 10.43 |
| ---: | ---: | ---: |
| $\$ 24.19$ | $\$ 23.71$ | $\$ 22.40$ |


| Tangible book value per common share ${ }^{(\mathrm{D})}$ | $\mathbf{1 7 . 1 4}$ | 16.71 | 15.50 |
| :--- | :--- | :--- | :--- |

Regulatory Capital
Basel 3 Transition (as reported) ${ }^{2,3}$

| Common equity tier 1 (CET1) capital | $\mathbf{\$ 1 6 9 . 9}$ | $\$ 166.2$ | \$161.6 |
| :--- | ---: | ---: | ---: |
| Risk-weighted assets | $\mathbf{1 , 5 4 6}$ | 1,562 | 1,392 |
| CET1 ratio | $\mathbf{1 1 . 0 \%}$ | $10.6 \%$ | $11.6 \%$ |

Basel 3 Fully Phased-in ${ }^{2,4}$

| CET1 capital | $\mathbf{\$ 1 6 5 . 9}$ | \$161.8 | \$153.1 |
| :--- | :--- | :--- | :--- |

## Standardized approach

| Risk-weighted assets | $\mathbf{\$ 1 , 4 0 9}$ | $\$ 1,414$ |
| :--- | :--- | :--- |


| CET1 ratio | $\mathbf{1 1 . 8 \%}$ | $11.4 \%$ |
| :--- | :--- | :--- |

Advanced approaches ${ }^{5}$
Risk-weighted assets
\$1,522
\$1,542
\$1,398
$\begin{array}{llll}\text { CET1 ratio } & \mathbf{1 0 . 9 \%} & 10.5 \% & 11.0 \%\end{array}$
Supplementary leverage ${ }^{(G)}$

| Bank holding company supplementary leverage ratio (SLR) | $7.1 \%$ | $6.9 \%$ | $6.4 \%$ |
| :--- | :--- | :--- | :--- |
| Bank SLR | 7.5 | 7.4 | 7.0 |

Notes:
${ }^{1}$ Represents a non-GAAP financial measure. For reconciliation, see pages 17-18 of this press release.
${ }^{2}$ Regulatory capital ratios are preliminary. Under the applicable bank regulatory rules, the Corporation is not required to and, accordingly, will not restate previouslyfiled capital ratios in connection with the change in accounting method related to certain debt securities. The cumulative impact of this change would have resulted in an insignificant proforma change of the Corporation's capital ratios. Common equity tier 1 (CET1) capital, risk-weighted assets (RWA) and CET1 ratio as shown on a fully phased-in basis are non-GAAP financial measures. For a reconciliation of CET1 to fully phased-in, see page 13 of this press release.
${ }^{3}$ Prior to the fourth quarter of 2015, Bank of America was required to report regulatory capital using the Standardized approach. In connection with its exit from parallel run in the fourth quarter of 2015, Bank of America began to report regulatory capital ratios under both the Standardized and Advanced approaches. The approach that yields the lower ratio is used to assess capital adequacy.
${ }^{4}$ As previously disclosed, with the approval to exit parallel run, U.S. banking regulators requested modifications to certain internal analytical models including the wholesale (e.g., commercial) credit models, which increased our risk-weighted assets beginning in the fourth quarter of 2015.
${ }^{5}$ Basel 3 fully phased-in Advanced approaches estimates assume approval by U.S. banking regulators of our internal analytical models, including approval of the internal models methodology (IMM). As of September 30, 2016, BAC did not have regulatory approval for the IMM model.

## Endnotes

A The Corporation also measures net interest income on an FTE basis, which is a non-GAAP financial measure. FTE basis is a performance measure used in operating the business that management believes provides investors with a more accurate picture of the interest margin for comparative purposes. The Corporation believes that this presentation allows for comparison of amounts from both taxable and tax-exempt sources and is consistent with industry practices. Net interest income on an FTE basis was $\$ 10.4$ billion and $\$ 10.1$ billion for the three months ended September 30, 2016 and 2015. For reconciliation to GAAP financial measures, refer to pages 17-18 of this press release.
Rankings per Dealogic as of October 3, 2016 for the quarter ended September 30, 2016.
lobal Markets revenue, excluding net Debit Valuation Adjustments (DVA), and sales and trading revenue, excluding net DVA, are non-GAAP financial measures. Net DVA gains (losses) were $\$(127)$ million, $\$(164)$ million and $\$ 12$ million for the three months ended September 30, 2016, June 30, 2016 and September 30, 2015, respectively. FICC net DVA gains (losses) were $\$(121)$ million and $\$ 18$ million for the three months ended September 30, 2016 and 2015 . Equities net DVA gains (losses) were \$(6) million and \$(6) million for the three months ended September 30, 2016 and 2015.

Return on average tangible common shareholders' equity and tangible book value per share of common stock are non-GAAP financial measures. For more information, refer to pages 17-18 of this press release.

Global Liquidity Sources (GLS) include cash and high-quality, liquid, unencumbered securities, limited to U.S. government securities, U.S. agency securities, U.S. agency MBS, and a select group of non-U.S. government and supranational securities, and are readily available to meet funding requirements as they arise. It does not include Federal Reserve Discount Window or Federal Home Loan Bank borrowing capacity. Transfers of liquidity among legal entities may be subject to certain regulatory and other restrictions. Prior to the third quarter of 2016, GLS were referred to as "Global Excess Liquidity Sources. Time to required funding (TTF) is a debt coverage measure and is expressed as the number of months unsecured holding company obligations of Bank of America Corporation can be met using only the Global Liquidity Sources held at the BAC parent company and NB Holdings without the BAC parent company issuing debt or sourcing additional liquidity. We define unsecured contractual obligations for purposes of this metric as maturities of senior or subordinated debt issued or guaranteed by Bank of America Corporation. Prior to the third quarter of 2016, the TTF metric incorporated only the GLS of the BAC parent company. Effective September 30, 2016, the TTF metric was expanded to include the GLS of NB Holdings, following changes in the Corporation's liquidity management practices, initiated in connection with the Corporation's resolution planning activities, that include maintaining at NB Holdings GLS previously held at the BAC parent company. For the period shown in 2015, we have included in the amount of unsecured contractual obligations the liability, including estimated costs, for the previously announced BNY Mellon private-label securitization settlement. In Q1-16, settlement payment was made for \$8.5B.

Fully phased-in estimates are non-GAAP financial measures. For reconciliation to GAAP financial measures, refer to page 13 of this press release. Prior to the fourth quarter of 2015, Bank of America was required to report regulatory capital using the Standardized approach. In connection with its exit from parallel run in the fourth quarter of 2015, Bank of America began to report regulatory capital ratios under both the Standardized and Advanced approaches. The approach that yields the lower ratio is used to assess capital adequacy. As previously disclosed, with the approval to exit parallel run, U.S. banking regulators requested modifications to certain internal analytical models including the wholesale (e.g., commercial) credit models, which increased our risk-weighted assets beginning in the fourth quarter of 2015. Basel 3 fully phased-in Advanced approaches estimates assume approval by U.S. banking regulators of our internal analytical models, including approval of the internal models methodology (IMM). As of September 30, 2016, BAC did not have regulatory approval for the IMM model.

The numerator of the SLR is quarter-end Basel 3 Tier 1 capital calculated on a fully phased-in basis. The denominator is total leverage exposure based on the daily average of the sum of on-balance sheet exposures less permitted Tier 1 deductions, as well as the simple average of certain off-balance sheet exposures, as of the end of each month in a quarter. Off-balance sheet exposures primarily include undrawn lending commitments, letters of credit, potential future derivative exposures and repo-style transactions.

Pretax, pre-provision net revenue (PPNR) is a non-GAAP financial measure. PPNR is total revenue, net of interest expense (on an FTE basis), less noninterest expense. Consumer Banking total revenue, net of interest expense (on an FTE basis) was $\$ 8.0$ billion for both the three months ended September 30 , 2016 and 2015. Noninterest expense was $\$ 4.4$ billion and $\$ 4.7$ billion for the three months ended September 30, 2016 and 2015.

## Contact Information and Investor Conference Call Invitation



Investor Call Information

Note: Chief Executive Officer Brian Moynihan and Chief Financial Officer Paul Donofrio will discuss thirdquarter 2016 financial results in a conference call at 8:30 a.m. ET today. The presentation and supporting materials can be accessed on the Bank of America Investor Relations website at http://investor.bankofamerica.com.

For a listen-only connection to the conference call, dial 1.877.200.4456 (U.S.) or 1.785.424.1732 (international), and the conference ID is 79795 . Please dial in 10 minutes prior to the start of the call. A replay will also be available beginning at noon ET on October 17 through midnight, October 24 by telephone at 1.800.934.4850 (U.S.) or 1.402.220.1178 (international).

Reporters May Contact:
Jerry Dubrowski, Bank of America, 1.980.388.2840 jerome.f.dubrowski@bankofamerica.com

## About Bank of America

Bank of America is one of the world's leading financial institutions, serving individual consumers, small and middle-market businesses and large corporations with a full range of banking, investing, asset management and other financial and risk management products and services. The company provides unmatched convenience in the United States, serving approximately 47 million consumer and small business relationships with approximately 4,600 retail financial centers, approximately 16,000 ATMs, and award-winning online banking with approximately 34 million active accounts and more than 21 million mobile active users. Bank of America is a global leader in wealth management, corporate and investment banking and trading across a broad range of asset classes, serving corporations, governments, institutions and individuals around the world. Bank of America offers industry-leading support to approximately 3 million small business owners through a suite of innovative, easy-to-use online products and services. The company serves clients through operations in all 50 states, the District of Columbia, the U.S. Virgin Islands, Puerto Rico and more than 35 countries. Bank of America Corporation stock (NYSE: BAC) is listed on the New York Stock Exchange.

## Forward-Looking Statements

Bank of America and its management may make certain statements that constitute "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. These statements can be identified by the fact that they do not relate strictly to historical or current facts. Forward-looking statements often use words such as "anticipates," "targets," "expects," "hopes," "estimates," "intends," "plans," "goals," "believes," "continue" and other similar expressions or future or conditional verbs such as "will," "may," "might," "should," "would" and "could." Forward-looking statements represent Bank of America's current expectations, plans or forecasts of its future results, revenues, expenses, efficiency ratio, capital measures, and future business and economic conditions more generally, and other future matters. These statements are not guarantees of future results or performance and involve certain known and unknown risks, uncertainties and assumptions that are difficult to predict and are often beyond Bank of America's control. Actual outcomes and results may differ materially from those expressed in, or implied by, any of these forward-looking statements.

You should not place undue reliance on any forward-looking statement and should consider the following uncertainties and risks, as well as the risks and uncertainties more fully discussed under Item 1A. Risk Factors of Bank of America's 2015 Annual Report on Form 10-K, and in any of Bank of America's subsequent Securities and Exchange Commission filings: the Company's ability to resolve representations and warranties repurchase and related claims, including claims brought by investors or trustees seeking to distinguish certain aspects of the New York Court of Appeals' ACE Securities Corp. v. DB Structured Products, Inc. (ACE) decision or to assert other claims seeking to avoid the impact of the ACE decision; the possibility that the Company could face increased servicing, securities, fraud, indemnity, contribution or other claims from one or more counterparties, including trustees, purchasers of loans, underwriters, issuers, other parties involved in securitizations, monolines or private-label and other investors; the possibility that future representations and warranties losses may occur in excess of the Company's recorded liability and estimated range of possible loss for its representations and warranties exposures; potential claims, damages, penalties, fines and reputational damage resulting from pending or future litigation and regulatory proceedings, including the possibility that amounts may be in excess of the Company's recorded liability and estimated range of possible loss for litigation exposures; the possible outcome of LIBOR, other reference rate, financial instrument and foreign exchange inquiries, investigations and litigation; uncertainties about the financial stability and growth rates of non-U.S. jurisdictions, the risk that those jurisdictions may face difficulties servicing their sovereign debt, and related stresses on financial markets, currencies and trade, and the Company's exposures to such risks, including direct, indirect and operational; the impact of U.S. and global interest rates (including negative or continued low interest rates), currency exchange rates and economic conditions; the possibility that future credit losses may be higher than currently expected due to changes in economic assumptions, customer behavior and other uncertainties; the impact on the Company's business, financial condition and results of operations of a potential higher interest rate environment; the impact on the Company's business, financial condition and results of operations from a protracted period of lower oil prices or ongoing volatility with respect to oil prices; our ability to achieve our expense targets; adverse changes to the Company's credit ratings from the major credit rating agencies; estimates of the fair value of certain of the Company's assets and liabilities; uncertainty regarding the content, timing and impact of regulatory capital and liquidity requirements, including the potential adoption of total loss-absorbing capacity requirements; the potential for payment protection insurance exposure to increase as a result of Financial Conduct Authority actions; the possible impact of Federal Reserve actions on the Company's capital plans; the possible impact of the Company's failure to remediate deficiencies identified by banking regulators in the Corporation's Recovery and Resolution plans; the impact of implementation and compliance with U.S. and international laws, regulations and regulatory interpretations, including, but not limited to, recovery and resolution planning requirements, FDIC assessments, the Volcker Rule, fiduciary standards and derivatives regulations; a failure in or breach of the Company's operational or security systems or infrastructure, or those of third parties, including as a result of cyber attacks; the impact on the Company's business, financial condition and results of operations from the potential exit of the United Kingdom from the European Union; and other similar matters.

Forward-looking statements speak only as of the date they are made, and Bank of America undertakes no obligation to update any forward-looking statement to reflect the impact of circumstances or events that arise after the date the forward-looking statement was made.

Bank of America Merrill Lynch is the marketing name for the Global Banking and Global Markets businesses of Bank of America Corporation. Lending, derivatives and other commercial banking activities are performed by banking affiliates of Bank of America Corporation, including Bank of America, N.A., member FDIC. Securities, financial advisory and other investment banking activities are performed by investment banking affiliates of Bank of America Corporation (Investment Banking Affiliates), including Merrill Lynch, Pierce, Fenner \& Smith Incorporated, which are registered broker-dealers and members of FINRA and SIPC. Investment products offered by Investment Banking Affiliates: Are Not FDIC Insured * May Lose Value * Are Not Bank Guaranteed. Bank of America Corporation's broker-dealers are not banks and are separate legal entities from their bank affiliates. The obligations of the brokerdealers are not obligations of their bank affiliates (unless explicitly stated otherwise), and these bank affiliates are not responsible for securities sold, offered or recommended by the broker-dealers. The foregoing also applies to other non-bank affiliates.

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www.bankofamerica.com

## Bank of America Corporation and Subsidiaries

## Selected Financial Data

(Dollars in millions, except per share data; shares in thousands)

| Summary Income Statement | Nine Months Ended September 30 |  |  |  | Third Quarter 2016 |  | Second Quarter 2016 |  | Third Quarter 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2016 |  | 2015 |  |  |  |  |  |  |  |
| Net interest income | \$ | 30,804 | \$ | 29,272 | \$ | 10,201 | \$ | 10,118 | \$ | 9,900 |
| Noninterest income |  | 32,907 |  | 34,111 |  | 11,434 |  | 11,168 |  | 11,092 |
| Total revenue, net of interest expense |  | 63,711 |  | 63,383 |  | 21,635 |  | 21,286 |  | 20,992 |
| Provision for credit losses |  | 2,823 |  | 2,351 |  | 850 |  | 976 |  | 806 |
| Noninterest expense |  | 41,790 |  | 43,724 |  | 13,481 |  | 13,493 |  | 13,939 |
| Income before income taxes |  | 19,098 |  | 17,308 |  | 7,304 |  | 6,817 |  | 6,247 |
| Income tax expense |  | 5,888 |  | 4,756 |  | 2,349 |  | 2,034 |  | 1,628 |
| Net income | \$ | 13,210 | \$ | 12,552 | \$ | 4,955 | \$ | 4,783 | \$ | 4,619 |
| Preferred stock dividends |  | 1,321 |  | 1,153 |  | 503 |  | 361 |  | 441 |
| Net income applicable to common shareholders | \$ | 11,889 | \$ | 11,399 | \$ | 4,452 | \$ | 4,422 | \$ | 4,178 |
|  |  |  |  |  |  |  |  |  |  |  |
| Common stock issued under employee plans and related tax effects |  | 5,082 |  | 3,983 |  | 61 |  | 85 |  | 36 |
| Average common shares issued and outstanding |  | 12,878 |  | 483,466 |  | 250,124 |  | ,328,424 |  | 444,291 |
| Average diluted common shares issued and outstanding |  | 046,807 |  | 234,125 |  | 000,473 |  | 059,167 |  | 97,203 |
| Summary Average Balance Sheet |  |  |  |  |  |  |  |  |  |  |
| Total debt securities | \$ | 14,115 | \$ | 387,988 | \$ | 423,182 | \$ | 419,085 | \$ | 394,265 |
| Total loans and leases |  | 897,760 |  | 873,630 |  | 900,594 |  | 899,670 |  | 877,429 |
| Total earning assets |  | 861,019 |  | 1,817,437 |  | 870,062 |  | 868,073 |  | 841,830 |
| Total assets |  | 83,905 |  | 153,353 |  | 189,490 |  | 188,241 |  | 68,930 |
| Total deposits |  | 13,029 |  | 145,686 |  | 227,186 |  | ,213,291 |  | 59,231 |
| Common shareholders' equity |  | 240,440 |  | 228,614 |  | 243,679 |  | 240,376 |  | 231,524 |
| Total shareholders' equity |  | 264,907 |  | 250,265 |  | 268,899 |  | 265,354 |  | 253,798 |
| Performance Ratios |  |  |  |  |  |  |  |  |  |  |
| Return on average assets |  | 0.81\% |  | 0.78\% |  | 0.90\% |  | 0.88\% |  | 0.84\% |
| Return on average common shareholders' equity |  | 6.61 |  | 6.67 |  | 7.27 |  | 7.40 |  | 7.16 |
| Return on average tangible common shareholders' equity ${ }^{(1)}$ |  | 9.40 |  | 9.74 |  | 10.28 |  | 10.54 |  | 10.40 |
| Per common share information |  |  |  |  |  |  |  |  |  |  |
| Earnings | \$ | 1.15 | \$ | 1.09 | \$ | 0.43 | \$ | 0.43 | \$ | 0.40 |
| Diluted earnings |  | 1.10 |  | 1.03 |  | 0.41 |  | 0.41 |  | 0.38 |
| Dividends paid |  | 0.175 |  | 0.15 |  | 0.075 |  | 0.05 |  | 0.05 |
| Book value |  | 24.19 |  | 22.40 |  | 24.19 |  | 23.71 |  | 22.40 |
| Tangible book value ${ }^{(1)}$ |  | 17.14 |  | 15.50 |  | 17.14 |  | 16.71 |  | 15.50 |
|  |  |  |  |  |  | $\begin{aligned} & \text { ember } 30 \\ & 2016 \end{aligned}$ |  | $\begin{aligned} & \text { ne } 30 \\ & 2016 \end{aligned}$ |  | mber 30 2015 |
| Summary Period-End Balance Sheet |  |  |  |  |  |  |  |  |  |  |
| Total debt securities |  |  |  |  | \$ | 434,914 | \$ | 412,569 | \$ | 391,608 |
| Total loans and leases |  |  |  |  |  | 905,008 |  | 903,153 |  | 882,076 |
| Total earning assets |  |  |  |  |  | 877,928 |  | 861,134 |  | ,820,627 |
| Total assets |  |  |  |  |  | 195,314 |  | 186,966 |  | 52,962 |
| Total deposits |  |  |  |  |  | 232,895 |  | 216,091 |  | 62,009 |
| Common shareholders' equity |  |  |  |  |  | 244,863 |  | 242,206 |  | 233,588 |
| Total shareholders' equity |  |  |  |  |  | 270,083 |  | 267,426 |  | 255,861 |
| Common shares issued and outstanding |  |  |  |  |  | 123,845 |  | 216,781 |  | 427,305 |
| Credit Quality | Nine Months Ended September 30 |  |  |  | Third Quarter 2016 |  | Second Quarter 2016 |  | Third Quarter 2015 |  |
|  | 2016 |  | 2015 |  |  |  |  |  |  |  |
| Total net charge-offs | \$ | 2,941 | \$ | 3,194 | \$ | 888 | \$ | 985 | \$ | 932 |
| Net charge-offs as a percentage of average loans and leases outstanding ${ }^{(2)}$ |  | 0.44\% |  | 0.49\% |  | 0.40\% |  | 0.44\% |  | 0.43\% |
| Provision for credit losses | \$ | 2,823 | \$ | 2,351 | \$ | 850 | \$ | 976 | \$ | 806 |
|  |  |  |  |  | $\begin{gathered} \text { September } 30 \\ 2016 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2016 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2015 \\ \hline \end{gathered}$ |  |
| Total nonperforming loans, leases and foreclosed properties ${ }^{(3)}$ |  |  |  |  | \$ | 8,737 | \$ | 8,799 | \$ | 10,336 |
| Nonperforming loans, leases and foreclosed properties as a percentage of total loans, leases and foreclosed properties ${ }^{(2)}$ |  |  |  |  |  | 0.97\% |  | 0.98\% |  | 1.18\% |
| Allowance for loan and lease losses |  |  |  |  | \$ | 11,692 | \$ | 11,837 | \$ | 12,657 |
| Allowance for loan and lease losses as a percentage of total loans and leases outstanding ${ }^{(2)}$ |  |  |  |  |  | 1.30\% |  | 1.32\% |  | 1.45\% |

[^1]Bank of America Corporation and Subsidiaries

## Selected Financial Data (continued)

(Dollars in millions)

| Capital Management | Basel 3 Transition |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { September } 30 \\ 2016 \end{gathered}$ |  | $\begin{gathered} \hline \text { June } 30 \\ 2016 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2015 \end{gathered}$ |  |
| Risk-based capital metrics ${ }^{(4,5)}$ : |  |  |  |  |  |  |
| Common equity tier 1 capital | \$ | 169,925 | \$ | 166,173 | \$ | 161,649 |
| Common equity tier 1 capital ratio |  | 11.0\% |  | 10.6\% |  | 11.6\% |
| Tier 1 leverage ratio |  | 9.1 |  | 8.9 |  | 8.5 |
|  |  |  |  |  |  |  |
| Tangible equity ratio ${ }^{(6)}$ |  | 9.4 |  | 9.3 |  | 8.8 |
| Tangible common equity ratio ${ }^{(6)}$ |  | 8.2 |  | 8.1 |  | 7.8 |
| Regulatory Capital Reconciliations ${ }^{(4,5,7)}$ |  | $\begin{aligned} & \text { eptember } 30 \\ & 2016 \\ & \hline \end{aligned}$ |  | $\begin{gathered} \text { June } 30 \\ 2016 \end{gathered}$ |  | $\begin{aligned} & \text { ptember } 30 \\ & 2015 \end{aligned}$ |
| Regulatory capital - Basel 3 transition to fully phased-in |  |  |  |  |  |  |
| Common equity tier 1 capital (transition) | \$ | 169,925 | \$ | 166,173 | \$ | 161,649 |
| Deferred tax assets arising from net operating loss and tax credit carryforwards phased in during transition |  | $(3,143)$ |  | $(3,496)$ |  | $(5,554)$ |
| Accumulated OCI phased in during transition |  | 188 |  | 359 |  | $(1,018)$ |
| Intangibles phased in during transition |  | (853) |  | (907) |  | $(1,654)$ |
| Defined benefit pension fund assets phased in during transition |  | (375) |  | (378) |  | (470) |
| DVA related to liabilities and derivatives phased in during transition |  | 168 |  | 104 |  | 228 |
| Other adjustments and deductions phased in during transition |  | (35) |  | (24) |  | (92) |
| Common equity tier 1 capital (fully phased-in) | \$ | 165,875 | \$ | 161,831 | \$ | 153,089 |
|  |  |  |  |  |  |  |
| Risk-weighted assets - As reported to Basel 3 (fully phased-in) |  |  |  |  |  |  |
| Basel 3 Standardized approach risk-weighted assets as reported | \$ | 1,393,630 | \$ | 1,396,277 | \$ | 1,391,672 |
| Changes in risk-weighted assets from reported to fully phased-in |  | 15,587 |  | 17,689 |  | 22,989 |
| Basel 3 Standardized approach risk-weighted assets (fully phased-in) | \$ | 1,409,217 | \$ | 1,413,966 | \$ | 1,414,661 |
|  |  |  |  |  |  |  |
| Basel 3 Advanced approaches risk-weighted assets as reported | \$ | 1,545,984 | \$ | 1,561,567 |  | n/a |
| Changes in risk-weighted assets from reported to fully phased-in |  | $(23,501)$ |  | $(19,600)$ |  | n/a |
| Basel 3 Advanced approaches risk-weighted assets (fully phased-in) ${ }^{(8)}$ | \$ | 1,522,483 | \$ | 1,541,967 | \$ | 1,397,504 |

Regulatory capital ratios

| Basel 3 Standardized approach common equity tier 1 (transition) | 12.2\% | 11.9\% | 11.6\% |
| :---: | :---: | :---: | :---: |
| Basel 3 Advanced approaches common equity tier 1 (transition) | 11.0 | 10.6 | n/a |
| Basel 3 Standardized approach common equity tier 1 (fully phased-in) | 11.8 | 11.4 | 10.8 |
| Basel 3 Advanced approaches common equity tier 1 (fully phased-in) ${ }^{(8)}$ | 10.9 | 10.5 | 11.0 |

${ }^{(1)}$ Return on average tangible common shareholders' equity and tangible book value per share of common stock are non-GAAP financial measures. We believe the use of ratios that utilize tangible equity provides additional useful information because they present measures of those assets that can generate income. Tangible book value per share provides additional useful information about the level of tangible assets in relation to outstanding shares of common stock. See Reconciliations to GAAP Financial Measures on pages 17-18.
${ }^{(2)}$ Ratios do not include loans accounted for under the fair value option. Charge-off ratios are annualized for the quarterly presentation.
${ }^{(3)}$ Balances do not include past due consumer credit card, consumer loans secured by real estate where repayments are insured by the Federal Housing Administration and individually insured long-term stand-by agreements (fully-insured home loans), and in general, other consumer and commercial loans not secured by real estate, purchased credit-impaired loans even though the customer may be contractually past due, nonperforming loans held-for-sale, nonperforming loans accounted for under the fair value option and nonaccruing troubled debt restructured loans removed from the purchased credit-impaired portfolio prior to January 1, 2010.
${ }^{(4)}$ Regulatory capital ratios are preliminary. Under the applicable bank regulatory rules, the Corporation is not required to and, accordingly, will not restate previously-filed capital ratios in connection with the change in accounting method related to certain debt securities. The cumulative impact of this change would have resulted in an insignificant pro forma change of the Corporation's capital ratios. Common equity tier 1 (CET1) capital, risk-weighted assets (RWA) and CET1 ratio as shown on a fully phased-in basis are non-GAAP financial measures.
${ }^{(5)}$ Prior to the fourth quarter of 2015, Bank of America was required to report regulatory capital using the Standardized approach. In connection with its exit from parallel run in the fourth quarter of 2015, Bank of America began to report regulatory capital ratios under both the Standardized and Advanced approaches. The approach that yields the lower ratio is used to assess capital adequacy.
${ }^{(6)}$ Tangible equity ratio equals period-end tangible shareholders' equity divided by period-end tangible assets. Tangible common equity ratio equals period-end tangible common shareholders' equity divided by period-end tangible assets. Tangible shareholders' equity and tangible assets are non-GAAP financial measures. We believe the use of ratios that utilize tangible equity provides additional useful information because they present measures of those assets that can generate income. See Reconciliations to GAAP Financial Measures on pages 17-18.
${ }^{(7)}$ Fully phased-in estimates are non-GAAP financial measures. For reconciliations to GAAP financial measures, see above.
${ }^{(8)}$ Basel 3 fully phased-in Advanced approaches estimates assume approval by U.S. banking regulators of our internal analytical models, including approval of the internal models methodology (IMM). As of September 30, 2016, the Corporation did not have regulatory approval for the IMM model.
n/a = not applicable

Certain prior period amounts have been reclassified to conform to current period presentation.

## Bank of America Corporation and Subsidiaries

## Quarterly Results by Business Segment and All Other

(Dollars in millions)

|  | Third Quarter 2016 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Consumer Banking |  | GWIM |  | Global <br> Banking |  | Global Markets |  | All Other |  |
| Total revenue, net of interest expense (FTE basis) ${ }^{(1)}$ | \$ | 7,968 | \$ | 4,379 | \$ | 4,748 | \$ | 4,359 | \$ | 409 |
| Provision for credit losses |  | 698 |  | 7 |  | 118 |  | 19 |  | 8 |
| Noninterest expense |  | 4,371 |  | 3,257 |  | 2,151 |  | 2,658 |  | 1,044 |
| Net income (loss) |  | 1,813 |  | 697 |  | 1,553 |  | 1,074 |  | (182) |
| Return on average allocated capital ${ }^{(2)}$ |  | 21\% |  | 21\% |  | 17\% |  | 12\% |  | n/m |
| Balance Sheet |  |  |  |  |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 248,683 | \$ | 143,207 | \$ | 334,363 | \$ | 69,043 | \$ | 105,298 |
| Total deposits |  | 605,708 |  | 253,812 |  | 306,198 |  | 32,840 |  | 28,628 |
| Allocated capital ${ }^{(2)}$ |  | 34,000 |  | 13,000 |  | 37,000 |  | 37,000 |  | n/m |
| Period end |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 251,125 | \$ | 144,980 | \$ | 334,120 | \$ | 72,144 | \$ | 102,639 |
| Total deposits |  | 618,030 |  | 252,962 |  | 301,061 |  | 31,692 |  | 29,150 |


|  | Second Quarter 2016 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Consumer Banking |  | GWIM |  | Global <br> Banking |  | Global <br> Markets |  | All Other |  |
| Total revenue, net of interest expense (FTE basis) ${ }^{(1)}$ | \$ | 7,795 | \$ | 4,425 | \$ | 4,694 | \$ | 4,308 | \$ | 287 |
| Provision for credit losses |  | 726 |  | 14 |  | 199 |  | (5) |  | 42 |
| Noninterest expense |  | 4,414 |  | 3,288 |  | 2,126 |  | 2,581 |  | 1,084 |
| Net income (loss) |  | 1,677 |  | 703 |  | 1,496 |  | 1,113 |  | (206) |
| Return on average allocated capital ${ }^{(2)}$ |  | 20\% |  | 22\% |  | 16\% |  | 12\% |  | n/m |
| Balance Sheet |  |  |  |  |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 242,921 | \$ | 141,181 | \$ | 334,396 | \$ | 69,620 | \$ | 111,552 |
| Total deposits |  | 596,474 |  | 254,804 |  | 298,805 |  | 34,518 |  | 28,690 |
| Allocated capital ${ }^{(2)}$ |  | 34,000 |  | 13,000 |  | 37,000 |  | 37,000 |  | n/m |
| Period end |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 247,122 | \$ | 142,633 | \$ | 334,838 | \$ | 70,766 | \$ | 107,794 |
| Total deposits |  | 599,457 |  | 250,976 |  | 304,577 |  | 33,506 |  | 27,575 |


|  | Third Quarter 2015 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Consumer Banking |  | GWIM |  | Global Banking |  | Global <br> Markets |  | All Other |  |
| Total revenue, net of interest expense (FTE basis) ${ }^{(1)}$ | \$ | 7,981 | \$ | 4,453 | \$ | 4,336 | \$ | 3,750 | \$ | 699 |
| Provision for credit losses |  | 523 |  | (2) |  | 181 |  | 42 |  | 62 |
| Noninterest expense |  | 4,711 |  | 3,470 |  | 2,161 |  | 2,697 |  | 900 |
| Net income |  | 1,757 |  | 632 |  | 1,278 |  | 800 |  | 152 |
| Return on average allocated capital ${ }^{(2)}$ |  | 21\% |  | 21\% |  | 14\% |  | 9\% |  | $\mathrm{n} / \mathrm{m}$ |
| Balance Sheet |  |  |  |  |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 233,103 | \$ | 134,319 | \$ | 308,710 | \$ | 66,349 | \$ | 134,948 |
| Total deposits |  | 555,987 |  | 243,980 |  | 296,321 |  | 36,818 |  | 26,125 |
| Allocated capital ${ }^{(2)}$ |  | 33,000 |  | 12,000 |  | 35,000 |  | 35,000 |  | n/m |
| Period end |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 234,995 | \$ | 135,805 | \$ | 313,596 | \$ | 70,159 | \$ | 127,521 |
| Total deposits |  | 557,626 |  | 246,172 |  | 297,644 |  | 35,943 |  | 24,624 |

[^2]$n / m=$ not meaningful

[^3]
## Bank of America Corporation and Subsidiaries

## Year-to-Date Results by Business Segment and All Other

(Dollars in millions)

|  | ember 30, 2016 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Consumer Banking |  | GWIM |  | Global Banking |  | Global Markets |  | All Other |  |
| Total revenue, net of interest expense (FTE basis) ${ }^{(1)}$ | \$ | 23,620 | \$ | 13,273 | \$ | 13,896 | \$ | 12,618 | \$ | 970 |
| Provision for credit losses |  | 1,955 |  | 46 |  | 870 |  | 23 |  | (71) |
| Noninterest expense |  | 13,324 |  | 9,822 |  | 6,449 |  | 7,690 |  | 4,505 |
| Net income (loss) |  | 5,253 |  | 2,138 |  | 4,142 |  | 3,159 |  | $(1,482)$ |
| Return on average allocated capital ${ }^{(2)}$ |  | 21\% |  | 22\% |  | 15\% |  | 11\% |  | n/m |
| Balance Sheet |  |  |  |  |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 243,191 | \$ | 141,169 | \$ | 332,474 | \$ | 69,315 | \$ | 111,611 |
| Total deposits |  | 593,504 |  | 256,356 |  | 300,732 |  | 34,409 |  | 28,028 |
| Allocated capital ${ }^{(2)}$ |  | 34,000 |  | 13,000 |  | 37,000 |  | 37,000 |  | n/m |
| Period end |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 251,125 | \$ | 144,980 | \$ | 334,120 | \$ | 72,144 | \$ | 102,639 |
| Total deposits |  | 618,030 |  | 252,962 |  | 301,061 |  | 31,692 |  | 29,150 |
|  | Nine Months Ended September 30, 2015 |  |  |  |  |  |  |  |  |  |
|  |  | Consumer <br> Banking |  | GWIM |  | Global Banking |  | Global Markets |  | All Other |
| Total revenue, net of interest expense (FTE basis) ${ }^{(1)}$ | \$ | 23,513 | \$ | 13,556 | \$ | 13,060 | \$ | 11,896 | \$ | 2,022 |
| Provision for credit losses |  | 1,662 |  | 36 |  | 454 |  | 69 |  | 130 |
| Noninterest expense |  | 14,079 |  | 10,446 |  | 6,396 |  | 8,606 |  | 4,197 |
| Net income (loss) |  | 4,913 |  | 1,944 |  | 3,924 |  | 2,253 |  | (482) |
| Return on average allocated capital ${ }^{(2)}$ |  | 20\% |  | 22\% |  | 15\% |  | 9\% |  | $\mathrm{n} / \mathrm{m}$ |
| Balance Sheet |  |  |  |  |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 231,399 | \$ | 130,975 | \$ | 298,923 | \$ | 61,625 | \$ | 150,708 |
| Total deposits |  | 549,213 |  | 242,507 |  | 290,327 |  | 38,376 |  | 25,263 |
| Allocated capital ${ }^{(2)}$ |  | 33,000 |  | 12,000 |  | 35,000 |  | 35,000 |  | n/m |
| Period end |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 234,995 | \$ | 135,805 | \$ | 313,596 | \$ | 70,159 | \$ | 127,521 |
| Total deposits |  | 557,626 |  | 246,172 |  | 297,644 |  | 35,943 |  | 24,624 |

[^4][^5]
## Bank of America Corporation and Subsidiaries

Supplemental Financial Data

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fully taxable-equivalent (FTE) basis data ${ }^{(1)}$ | Nine Months Ended September 30 |  |  |  | Third Quarter 2016 |  | Second Quarter 2016 |  | Third Quarter 2015 |  |
|  | 2016 |  | 2015 |  |  |  |  |  |  |  |
| Net interest income | \$ | 31,470 | \$ | 29,936 | \$ | 10,429 | \$ | 10,341 | \$ | 10,127 |
| Total revenue, net of interest expense |  | 64,377 |  | 64,047 |  | 21,863 |  | 21,509 |  | 21,219 |
| Net interest yield |  | 2.26\% |  | 2.20\% |  | 2.23\% |  | 2.23\% |  | 2.19\% |
| Efficiency ratio |  | 64.91 |  | 68.27 |  | 61.66 |  | 62.73 |  | 65.70 |
| Other Data |  |  |  |  |  | $\begin{aligned} & \text { ember } 30 \\ & 2016 \end{aligned}$ |  | $\begin{gathered} \text { June } 30 \\ 2016 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2015 \end{gathered}$ |
| Number of financial centers - U.S. |  |  |  |  |  | 4,629 |  | 4,681 |  | 4,741 |
| Number of branded ATMs - U.S. |  |  |  |  |  | 15,959 |  | 15,998 |  | 16,062 |
| Ending full-time equivalent employees |  |  |  |  |  | 209,009 |  | 210,516 |  | 215,193 |

${ }^{(1)}$ FTE basis is a non-GAAP financial measure. FTE basis is a performance measure used by management in operating the business that management believes provides investors with a more accurate picture of the interest margin for comparative purposes. The Corporation believes that this presentation allows for comparison of amounts from both taxable and taxexempt sources and is consistent with industry practices. See Reconciliations to GAAP Financial Measures on pages 17-18.

Certain prior period amounts have been reclassified to conform to current period presentation.

## Bank of America Corporation and Subsidiaries <br> Reconciliations to GAAP Financial Measures

(Dollars in millions)
The Corporation evaluates its business based on a fully taxable-equivalent basis, a non-GAAP financial measure. Total revenue, net of interest expense, on a fully taxable-equivalent basis includes net interest income on a fully taxable-equivalent basis and noninterest income. The Corporation believes that this presentation allows for comparison of amounts from both taxable and tax-exempt sources and is consistent with industry practices. The Corporation presents related ratios and analyses (i.e., efficiency ratios and net interest yield) on a fully taxable-equivalent basis. To derive the fully taxable-equivalent basis, net interest income is adjusted to reflect tax-exempt income on an equivalent before-tax basis with a corresponding increase in income tax expense. For purposes of this calculation, the Corporation uses the federal statutory tax rate of 35 percent. The efficiency ratio measures the costs expended to generate a dollar of revenue, and net interest yield measures the basis points the Corporation earns over the cost of funds.

The Corporation may present certain key performance indicators and ratios excluding certain items which result in non-GAAP financial measures. The Corporation believes the use of these non-GAAP financial measures provides additional clarity in understanding its results of operations and trends.

The Corporation also evaluates its business based on the following ratios that utilize tangible equity, a non-GAAP financial measure. Tangible equity represents an adjusted shareholders' equity or common shareholders' equity amount which has been reduced by goodwill and intangible assets (excluding mortgage servicing rights), net of related deferred tax liabilities. Return on average tangible common shareholders' equity measures the Corporation's earnings contribution as a percentage of adjusted average common shareholders' equity. The tangible common equity ratio represents adjusted ending common shareholders' equity divided by total assets less goodwill and intangible assets (excluding mortgage servicing rights), net of related deferred tax liabilities. Return on average tangible shareholders' equity measures the Corporation's earnings contribution as a percentage of adjusted average total shareholders' equity. The tangible equity ratio represents adjusted ending shareholders' equity divided by total assets less goodwill and intangible assets (excluding mortgage servicing rights), net of related deferred tax liabilities. Tangible book value per common share represents adjusted ending common shareholders' equity divided by ending common shares outstanding. These measures are used to evaluate the Corporation's use of equity. In addition, profitability, relationship and investment models all use return on average tangible shareholders' equity as key measures to support our overall growth goals.

See the tables below and on page 18 for reconciliations of these non-GAAP financial measures to financial measures defined by GAAP for the nine months ended September 30,2016 and 2015 and the three months ended September 30, 2016, June 30, 2016 and September 30, 2015. The Corporation believes the use of these non-GAAP financial measures provides additional clarity in assessing the results of the Corporation. Other companies may define or calculate supplemental financial data differently.


Reconciliation of total revenue, net of interest expense to total revenue, net of interest expense on a fully taxable-equivalent basis

| Total revenue, net of interest expense | \$ | 63,711 | \$ | 63,383 | \$ | 21,635 | \$ | 21,286 | \$ | 20,992 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fully taxable-equivalent adjustment |  | 666 |  | 664 |  | 228 |  | 223 |  | 227 |
| Total revenue, net of interest expense on a fully taxable-equivalent basis | \$ | 64,377 | \$ | 64,047 | \$ | 21,863 | \$ | 21,509 | \$ | 21,219 |
| Reconciliation of income tax expense to income tax expense on a fully taxable-equivalent basis |  |  |  |  |  |  |  |  |  |  |
| Income tax expense | \$ | 5,888 | \$ | 4,756 | \$ | 2,349 | \$ | 2,034 | \$ | 1,628 |
| Fully taxable-equivalent adjustment |  | 666 |  | 664 |  | 228 |  | 223 |  | 227 |
| Income tax expense on a fully taxable-equivalent basis | \$ | 6,554 | \$ | 5,420 | \$ | 2,577 | \$ | 2,257 | \$ | 1,855 |

Reconciliation of average common shareholders' equity to average tangible common shareholders' equity

| Common shareholders' equity | \$ | 240,440 | \$ | 228,614 | \$ | 243,679 | \$ | 240,376 | \$ | 231,524 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Goodwill |  | $(69,752)$ |  | $(69,775)$ |  | $(69,744)$ |  | $(69,751)$ |  | $(69,774)$ |
| Intangible assets (excluding mortgage servicing rights) |  | $(3,480)$ |  | $(4,307)$ |  | $(3,276)$ |  | $(3,480)$ |  | $(4,099)$ |
| Related deferred tax liabilities |  | 1,666 |  | 1,885 |  | 1,628 |  | 1,662 |  | 1,811 |
| Tangible common shareholders' equity | \$ | 168,874 | \$ | 156,417 | \$ | 172,287 | \$ | 168,807 | \$ | 159,462 |

Reconciliation of average shareholders' equity to average tangible shareholders' equity

| Shareholders' equity | \$ | 264,907 | \$ | 250,265 | \$ | 268,899 | \$ | 265,354 | \$ | 253,798 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Goodwill |  | $(69,752)$ |  | $(69,775)$ |  | $(69,744)$ |  | $(69,751)$ |  | $(69,774)$ |
| Intangible assets (excluding mortgage servicing rights) |  | $(3,480)$ |  | $(4,307)$ |  | $(3,276)$ |  | $(3,480)$ |  | $(4,099)$ |
| Related deferred tax liabilities |  | 1,666 |  | 1,885 |  | 1,628 |  | 1,662 |  | 1,811 |
| Tangible shareholders' equity | \$ | 193,341 | \$ | 178,068 | \$ | 197,507 | \$ | 193,785 | \$ | 181,736 |

[^6]
## Bank of America Corporation and Subsidiaries

## Reconciliations to GAAP Financial Measures (continued)

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine Months Ended September 30 |  |  |  | Third Quarter 2016 |  | Second Quarter 2016 |  | Third Quarter 2015 |  |
|  | 2016 |  | 2015 |  |  |  |  |  |  |  |
| Reconciliation of period-end common shareholders' equity to period-end tangible common shareholders' equity |  |  |  |  |  |  |  |  |  |  |
| Common shareholders' equity | \$ | 244,863 | \$ | 233,588 | \$ | 244,863 | \$ | 242,206 | \$ | 233,588 |
| Goodwill |  | $(69,744)$ |  | $(69,761)$ |  | $(69,744)$ |  | $(69,744)$ |  | $(69,761)$ |
| Intangible assets (excluding mortgage servicing rights) |  | $(3,168)$ |  | $(3,973)$ |  | $(3,168)$ |  | $(3,352)$ |  | $(3,973)$ |
| Related deferred tax liabilities |  | 1,588 |  | 1,762 |  | 1,588 |  | 1,637 |  | 1,762 |
| Tangible common shareholders' equity | \$ | 173,539 | \$ | 161,616 | \$ | 173,539 | \$ | 170,747 | \$ | 161,616 |

Reconciliation of period-end shareholders' equity to period-end tangible shareholders' equity

| Shareholders' equity | \$ | 270,083 | \$ | 255,861 | \$ | 270,083 | \$ | 267,426 | \$ | 255,861 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Goodwill |  | $(69,744)$ |  | $(69,761)$ |  | $(69,744)$ |  | $(69,744)$ |  | $(69,761)$ |
| Intangible assets (excluding mortgage servicing rights) |  | $(3,168)$ |  | $(3,973)$ |  | $(3,168)$ |  | $(3,352)$ |  | $(3,973)$ |
| Related deferred tax liabilities |  | 1,588 |  | 1,762 |  | 1,588 |  | 1,637 |  | 1,762 |
| Tangible shareholders' equity | \$ | 198,759 | \$ | 183,889 | \$ | 198,759 | \$ | 195,967 | \$ | 183,889 |

Reconciliation of period-end assets to period-end tangible assets

| Assets | \$ | 2,195,314 | \$ | 2,152,962 | \$ | 2,195,314 | \$ | 2,186,966 | \$ | 2,152,962 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Goodwill |  | $(69,744)$ |  | $(69,761)$ |  | $(69,744)$ |  | $(69,744)$ |  | $(69,761)$ |
| Intangible assets (excluding mortgage servicing rights) |  | $(3,168)$ |  | $(3,973)$ |  | $(3,168)$ |  | $(3,352)$ |  | $(3,973)$ |
| Related deferred tax liabilities |  | 1,588 |  | 1,762 |  | 1,588 |  | 1,637 |  | 1,762 |
| Tangible assets | \$ | 2,123,990 | \$ | 2,080,990 | \$ | 2,123,990 | \$ | 2,115,507 | \$ | 2,080,990 |

Book value per share of common stock

| Common shareholders' equity | \$ | 244,863 | \$ | 233,588 | \$ | 244,863 | \$ | 242,206 | \$ | 233,588 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Ending common shares issued and outstanding | 10,123,845 |  | 10,427,305 |  | 10,123,845 |  | 10,216,781 |  | 10,427,305 |  |
| Book value per share of common stock | \$ | 24.19 | \$ | 22.40 | \$ | 24.19 | \$ | 23.71 | \$ | 22.40 |
| Tangible book value per share of common stock |  |  |  |  |  |  |  |  |  |  |
| Tangible common shareholders' equity | \$ | 173,539 | \$ | 161,616 | \$ | 173,539 | \$ | 170,747 | \$ | 161,616 |
| Ending common shares issued and outstanding |  | ,123,845 |  | 10,427,305 |  | 0,123,845 |  | 10,216,781 |  | 10,427,305 |
| Tangible book value per share of common stock | \$ | 17.14 | \$ | 15.50 | \$ | 17.14 | \$ | 16.71 | \$ | 15.50 |

[^7]
## Bank of America <br> 

# Supplemental Information Third Quarter 2016 

This information is preliminary and based on company data available at the time of the earnings presentation. It speaks only as of the particular date or dates included in the accompanying pages. Bank of America does not undertake an obligation to, and disclaims any duty to, update any of the information provided. Any forward-looking statements in this information are subject to the forward-looking language contained in Bank of America's reports filed with the SEC pursuant to the Securities Exchange Act of 1934, which are available at the SEC's website (www.sec.gov) or at Bank of America's website (www.bankofamerica.com). Bank of America's future financial performance is subject to risks and uncertainties as described in its SEC filings.

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## Bank of America Corporation and Subsidiaries

Consolidated Financial Highlights

| (Dollars in millions, except per share information; shares in thousands) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine Months Ended September 30 |  |  |  | Third Quarter 2016 |  | Second Quarter 2016 |  | First Quarter 2016 |  | Fourth Quarter 2015 |  | Third Quarter 2015 |  |
|  |  | 2016 |  | 2015 |  |  |  |  |  |  |  |  |  |  |
| Income statement |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 30,804 |  | \$ 29,272 | \$ | 10,201 | \$ | 10,118 | \$ | 10,485 | \$ | 9,686 | \$ | 9,900 |
| Noninterest income |  | 32,907 |  | 34,111 |  | 11,434 |  | 11,168 |  | 10,305 |  | 9,896 |  | 11,092 |
| Total revenue, net of interest expense |  | 63,711 |  | 63,383 |  | 21,635 |  | 21,286 |  | 20,790 |  | 19,582 |  | 20,992 |
| Provision for credit losses |  | 2,823 |  | 2,351 |  | 850 |  | 976 |  | 997 |  | 810 |  | 806 |
| Noninterest expense |  | 41,790 |  | 43,724 |  | 13,481 |  | 13,493 |  | 14,816 |  | 14,010 |  | 13,939 |
| Income tax expense |  | 5,888 |  | 4,756 |  | 2,349 |  | 2,034 |  | 1,505 |  | 1,478 |  | 1,628 |
| Net income |  | 13,210 |  | 12,552 |  | 4,955 |  | 4,783 |  | 3,472 |  | 3,284 |  | 4,619 |
| Preferred stock dividends |  | 1,321 |  | 1,153 |  | 503 |  | 361 |  | 457 |  | 330 |  | 441 |
| Net income applicable to common shareholders |  | 11,889 |  | 11,399 |  | 4,452 |  | 4,422 |  | 3,015 |  | 2,954 |  | 4,178 |
| Diluted earnings per common share |  | 1.10 |  | 1.03 |  | 0.41 |  | 0.41 |  | 0.28 |  | 0.27 |  | 0.38 |
| Average diluted common shares issued and outstanding |  | 1,046,807 |  | 1,234,125 |  | ,000,473 |  | ,059,167 |  | ,100,067 |  | ,153,169 |  | ,197,203 |
| Dividends paid per common share | \$ | 0.175 |  | \$ 0.15 | \$ | 0.075 | \$ | 0.05 | \$ | 0.05 | \$ | 0.05 | \$ | 0.05 |
| Performance ratios |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on average assets |  | 0.81\% |  | 0.78\% |  | 0.90\% |  | 0.88\% |  | 0.64\% |  | 0.60\% |  | 0.84\% |
| Return on average common shareholders' equity |  | 6.61 |  | 6.67 |  | 7.27 |  | 7.40 |  | 5.11 |  | 4.99 |  | 7.16 |
| Return on average shareholders' equity |  | 6.66 |  | 6.71 |  | 7.33 |  | 7.25 |  | 5.36 |  | 5.07 |  | 7.22 |
| Return on average tangible common shareholders' equity ${ }^{(1)}$ |  | 9.40 |  | 9.74 |  | 10.28 |  | 10.54 |  | 7.33 |  | 7.19 |  | 10.40 |
| Return on average tangible shareholders' equity ${ }^{(1)}$ |  | 9.13 |  | 9.42 |  | 9.98 |  | 9.93 |  | 7.40 |  | 7.04 |  | 10.08 |
| At period end |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Book value per share of common stock | \$ | 24.19 | \$ | 22.40 | \$ | 24.19 | \$ | 23.71 | \$ | 23.14 | \$ | 22.53 | \$ | 22.40 |
| Tangible book value per share of common stock ${ }^{(1)}$ |  | 17.14 |  | 15.50 |  | 17.14 |  | 16.71 |  | 16.19 |  | 15.62 |  | 15.50 |
| Market price per share of common stock: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Closing price | \$ | 15.65 | \$ | 15.58 | \$ | 15.65 | \$ | 13.27 | \$ | 13.52 | \$ | 16.83 | \$ | 15.58 |
| High closing price for the period |  | 16.43 |  | 18.45 |  | 16.19 |  | 15.11 |  | 16.43 |  | 17.95 |  | 18.45 |
| Low closing price for the period |  | 11.16 |  | 15.15 |  | 12.74 |  | 12.18 |  | 11.16 |  | 15.38 |  | 15.26 |
| Market capitalization |  | 158,438 |  | 162,457 |  | 158,438 |  | 135,577 |  | 139,427 |  | 174,700 |  | 162,457 |
| Number of financial centers - U.S. |  | 4,629 |  | 4,741 |  | 4,629 |  | 4,681 |  | 4,689 |  | 4,726 |  | 4,741 |
| Number of branded ATMs - U.S. |  | 15,959 |  | 16,062 |  | 15,959 |  | 15,998 |  | 16,003 |  | 16,038 |  | 16,062 |
| Full-time equivalent employees |  | 209,009 |  | 215,193 |  | 209,009 |  | 210,516 |  | 213,183 |  | 213,280 |  | 215,193 |

${ }^{(1)}$ Tangible equity ratios and tangible book value per share of common stock are non-GAAP financial measures. We believe the use of ratios that utilize tangible equity provides additional useful information because they present measures of those assets that can generate income. Tangible book value per share provides additional useful information about the level of tangible assets in relation to outstanding shares of common stock. (See Exhibit A: Non-GAAP Reconciliations - Reconciliations to GAAP Financial Measures on pages 42-43.)

Certain prior period amounts have been reclassified to conform to current period presentation.

## Bank of America Corporation and Subsidiaries

Consolidated Statement of Income
(Dollars in millions, except per share information; shares in thousands)


Certain prior period amounts have been reclassified to conform to current period presentation.

## Consolidated Statement of Comprehensive Income

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine Months Ended September 30 |  |  |  | ThirdQuarter2016 2016 |  | Second Quarter 2016 |  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2016 \end{gathered}$ |  | Fourth Quarter 2015 |  | Third Quarter 2015 |  |
|  | 2016 |  | 2015 |  |  |  |  |  |  |  |  |  |  |  |
| Net income | \$ | 13,210 | \$ | 12,552 | \$ | 4,955 | \$ | 4,783 | \$ | 3,472 | \$ | 3,284 | \$ | 4,619 |
| Other comprehensive income (loss), net-of-tax: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net change in debt and marketable equity securities |  | 3,319 |  | 167 |  | 208 |  | 755 |  | 2,356 |  | $(1,747)$ |  | 1,211 |
| Net change in debit valuation adjustments |  | 49 |  | 633 |  | (65) |  | (13) |  | 127 |  | (18) |  | 187 |
| Net change in derivatives |  | 277 |  | 416 |  | 127 |  | 126 |  | 24 |  | 168 |  | 127 |
| Employee benefit plan adjustments |  | 29 |  | 77 |  | 6 |  | 13 |  | 10 |  | 317 |  | 27 |
| Net change in foreign currency translation adjustments |  | (17) |  | (84) |  | (8) |  | (21) |  | 12 |  | (39) |  | (76) |
| Other comprehensive income (loss) |  | 3,657 |  | 1,209 |  | 268 |  | 860 |  | 2,529 |  | $(1,319)$ |  | 1,476 |
| Comprehensive income | \$ | 16,867 | \$ | 13,761 | \$ | 5,223 | \$ | 5,643 | \$ | 6,001 | \$ | 1,965 | \$ | 6,095 |

[^8]
## Bank of America Corporation and Subsidiaries

Consolidated Balance Sheet

| (Dollars in millions) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { September } 30 \\ 2016 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2016 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2015 \end{gathered}$ |  |
| Assets |  |  |  |  |  |  |
| Cash and due from banks | \$ | 26,701 | \$ | 29,408 | \$ | 27,886 |
| Interest-bearing deposits with the Federal Reserve, non-U.S. central banks and other banks |  | 116,733 |  | 141,799 |  | 142,540 |
| Cash and cash equivalents |  | 143,434 |  | 171,207 |  | 170,426 |
| Time deposits placed and other short-term investments |  | 8,506 |  | 7,558 |  | 6,485 |
| Federal funds sold and securities borrowed or purchased under agreements to resell |  | 218,810 |  | 213,737 |  | 206,681 |
| Trading account assets |  | 187,849 |  | 175,365 |  | 180,018 |
| Derivative assets |  | 47,896 |  | 55,264 |  | 55,226 |
| Debt securities: |  |  |  |  |  |  |
| Carried at fair value |  | 322,505 |  | 309,670 |  | 325,078 |
| Held-to-maturity, at cost |  | 112,409 |  | 102,899 |  | 66,530 |
| Total debt securities |  | 434,914 |  | 412,569 |  | 391,608 |
| Loans and leases |  | 905,008 |  | 903,153 |  | 882,076 |
| Allowance for loan and lease losses |  | $(11,692)$ |  | $(11,837)$ |  | $(12,657)$ |
| Loans and leases, net of allowance |  | 893,316 |  | 891,316 |  | 869,419 |
| Premises and equipment, net |  | 9,133 |  | 9,150 |  | 9,554 |
| Mortgage servicing rights |  | 2,477 |  | 2,269 |  | 3,043 |
| Goodwill |  | 69,744 |  | 69,744 |  | 69,761 |
| Intangible assets |  | 3,168 |  | 3,352 |  | 3,973 |
| Loans held-for-sale |  | 10,586 |  | 8,848 |  | 8,842 |
| Customer and other receivables |  | 54,116 |  | 58,150 |  | 63,443 |
| Other assets |  | 111,365 |  | 108,437 |  | 114,483 |
| Total assets | \$ | 2,195,314 | \$ | 2,186,966 | \$ | 2,152,962 |

Assets of consolidated variable interest entities included in total assets above (isolated to settle the liabilities of the variable interest entities)

| Trading account assets | \$ | 5,699 | \$ | 5,940 | \$ | 5,514 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Loans and leases |  | 57,826 |  | 60,384 |  | 79,121 |
| Allowance for loan and lease losses |  | $(1,085)$ |  | $(1,128)$ |  | $(1,595)$ |
| Loans and leases, net of allowance |  | 56,741 |  | 59,256 |  | 77,526 |
| Loans held-for-sale |  | 209 |  | 256 |  | 338 |
| All other assets |  | 1,467 |  | 1,455 |  | 2,424 |
| Total assets of consolidated variable interest entities | \$ | 64,116 | \$ | 66,907 | \$ | 85,802 |

Certain prior period amounts have been reclassified to conform to current period presentation.

Bank of America Corporation and Subsidiaries
Consolidated Balance Sheet (continued)

| (Dollars in millions) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { September } 30 \\ 2016 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2016 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2015 \\ \hline \end{gathered}$ |  |
| Liabilities |  |  |  |  |  |  |
| Deposits in U.S. offices: |  |  |  |  |  |  |
| Noninterest-bearing | \$ | 431,418 | \$ | 424,918 | \$ | 417,837 |
| Interest-bearing |  | 728,498 |  | 714,607 |  | 676,812 |
| Deposits in non-U.S. offices: |  |  |  |  |  |  |
| Noninterest-bearing |  | 11,596 |  | 11,252 |  | 8,519 |
| Interest-bearing |  | 61,383 |  | 65,314 |  | 58,841 |
| Total deposits |  | 1,232,895 |  | 1,216,091 |  | 1,162,009 |
| Federal funds purchased and securities loaned or sold under agreements to repurchase |  | 178,195 |  | 178,062 |  | 199,238 |
| Trading account liabilities |  | 76,998 |  | 74,282 |  | 74,252 |
| Derivative liabilities |  | 43,484 |  | 47,561 |  | 45,862 |
| Short-term borrowings |  | 26,889 |  | 33,051 |  | 34,518 |
| Accrued expenses and other liabilities (includes \$767, \$750 and \$661 of reserve for unfunded lending commitments) |  | 141,634 |  | 140,876 |  | 143,934 |
| Long-term debt |  | 225,136 |  | 229,617 |  | 237,288 |
| Total liabilities |  | 1,925,231 |  | 1,919,540 |  | 1,897,101 |
| Shareholders' equity |  |  |  |  |  |  |
| Preferred stock, $\$ 0.01$ par value; authorized $-\mathbf{1 0 0 , 0 0 0}, 000$ shares; issued and outstanding $-\mathbf{3 , 8 8 7}, \mathbf{4 3 9}, 3,887,790$ and 3,767,790 shares |  | 25,220 |  | 25,220 |  | 22,273 |
| Common stock and additional paid-in capital, $\$ 0.01$ par value; authorized $-\mathbf{1 2 , 8 0 0 , 0 0 0}, \mathbf{0 0 0}$ shares; issued and outstanding - 10,123,845,121, $10,216,780,615$ and $10,427,305,035$ shares |  | 148,261 |  | 149,554 |  | 151,841 |
| Retained earnings |  | 98,303 |  | 94,621 |  | 85,786 |
| Accumulated other comprehensive income (loss) |  | $(1,701)$ |  | $(1,969)$ |  | $(4,039)$ |
| Total shareholders' equity |  | 270,083 |  | 267,426 |  | 255,861 |
| Total liabilities and shareholders' equity | \$ | 2,195,314 | \$ | 2,186,966 | \$ | 2,152,962 |

Liabilities of consolidated variable interest entities included in total liabilities above

| Short-term borrowings | \$ | 546 | \$ | 639 | \$ | 567 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Long-term debt |  | 11,209 |  | 11,463 |  | 12,922 |
| All other liabilities |  | 38 |  | 35 |  | 103 |
| Total liabilities of consolidated variable interest entities | \$ | 11,793 | \$ | 12,137 | \$ | 13,592 |

[^9]
## Bank of America Corporation and Subsidiaries

## Capital Management

(Dollars in millions)

|  | Basel 3 Transition |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { September } 30 \\ 2016 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2016 \end{gathered}$ |  | $\begin{gathered} \text { March } 31 \\ 2016 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2015 \end{gathered}$ |  | $\begin{gathered} \hline \text { September } 30 \\ 2015 \end{gathered}$ |  |
| Risk-based capital metrics ${ }^{(1)}$ : |  |  |  |  |  |  |  |  |  |  |
| Standardized Approach |  |  |  |  |  |  |  |  |  |  |
| Common equity tier 1 capital | \$ | 169,925 | \$ | 166,173 | \$ | 162,732 | \$ | 163,026 | \$ | 161,649 |
| Tier 1 capital |  | 191,435 |  | 187,209 |  | 182,550 |  | 180,778 |  | 178,830 |
| Total capital |  | 229,132 |  | 226,949 |  | 223,020 |  | 220,676 |  | 219,901 |
| Risk-weighted assets |  | 1,393,630 |  | 1,396,277 |  | 1,405,748 |  | 1,403,293 |  | 1,391,672 |
| Common equity tier 1 capital ratio |  | 12.2\% |  | 11.9\% |  | 11.6\% |  | 11.6\% |  | 11.6\% |
| Tier 1 capital ratio |  | 13.7 |  | 13.4 |  | 13.0 |  | 12.9 |  | 12.9 |
| Total capital ratio |  | 16.4 |  | 16.3 |  | 15.9 |  | 15.7 |  | 15.8 |
| Advanced Approaches ${ }^{(2)}$ |  |  |  |  |  |  |  |  |  |  |
| Common equity tier 1 capital | \$ | 169,925 | \$ | 166,173 | \$ | 162,732 | \$ | 163,026 |  | $\mathrm{n} / \mathrm{a}$ |
| Tier 1 capital |  | 191,435 |  | 187,209 |  | 182,550 |  | 180,778 |  | $\mathrm{n} / \mathrm{a}$ |
| Total capital |  | 219,870 |  | 217,828 |  | 213,434 |  | 210,912 |  | n/a |
| Risk-weighted assets |  | 1,545,984 |  | 1,561,567 |  | 1,586,993 |  | 1,602,373 |  | $\mathrm{n} / \mathrm{a}$ |
| Common equity tier 1 capital ratio |  | 11.0\% |  | 10.6\% |  | 10.3\% |  | 10.2\% |  | n/a |
| Tier 1 capital ratio |  | 12.4 |  | 12.0 |  | 11.5 |  | 11.3 |  | $\mathrm{n} / \mathrm{a}$ |
| Total capital ratio |  | 14.2 |  | 13.9 |  | 13.4 |  | 13.2 |  | n/a |
| Leverage-based metrics ${ }^{(3)}$ |  |  |  |  |  |  |  |  |  |  |
| Adjusted average assets | \$ | 2,111,340 | \$ | 2,109,172 | \$ | 2,094,896 | \$ | 2,103,183 | \$ | 2,091,628 |
| Tier 1 leverage ratio |  | $9.1 \%$ |  | 8.9\% |  | 8.7\% |  | 8.6\% |  | 8.5\% |
| Supplementary leverage exposure | \$ | 2,703,013 | \$ | 2,694,079 | \$ | 2,685,787 | \$ | 2,726,806 | \$ | 2,739,104 |
| Supplementary leverage ratio |  | 7.1\% |  | 6.9\% |  | 6.8\% |  | 6.4\% |  | 6.4\% |
| Tangible equity ratio ${ }^{(4)}$ |  | 9.4 |  | 9.3 |  | 9.1 |  | 8.9 |  | 8.8 |
| Tangible common equity ratio ${ }^{(4)}$ |  | 8.2 |  | 8.1 |  | 7.9 |  | 7.8 |  | 7.8 |

[^10]$\mathrm{n} / \mathrm{a}=$ not applicable

Certain prior period amounts have been reclassified to conform to current period presentation.

## Bank of America Corporation and Subsidiaries

## Regulatory Capital Reconciliations ${ }^{(1,2,3)}$

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { September } 30 \\ 2016 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2016 \end{gathered}$ |  | $\begin{gathered} \text { March } 31 \\ 2016 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2015 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2015 \end{gathered}$ |  |
| Regulatory capital - Basel 3 transition to fully phased-in |  |  |  |  |  |  |  |  |  |  |
| Common equity tier 1 capital (transition) | \$ | 169,925 | \$ | 166,173 | \$ | 162,732 | \$ | 163,026 | \$ | 161,649 |
| Deferred tax assets arising from net operating loss and tax credit carryforwards phased in during transition |  | $(3,143)$ |  | $(3,496)$ |  | $(3,764)$ |  | $(5,151)$ |  | $(5,554)$ |
| Accumulated OCI phased in during transition |  | 188 |  | 359 |  | (117) |  | $(1,917)$ |  | $(1,018)$ |
| Intangibles phased in during transition |  | (853) |  | (907) |  | (983) |  | $(1,559)$ |  | $(1,654)$ |
| Defined benefit pension fund assets phased in during transition |  | (375) |  | (378) |  | (381) |  | (568) |  | (470) |
| DVA related to liabilities and derivatives phased in during transition |  | 168 |  | 104 |  | 76 |  | 307 |  | 228 |
| Other adjustments and deductions phased in during transition |  | (35) |  | (24) |  | (54) |  | (54) |  | (92) |
| Common equity tier 1 capital (fully phased-in) | \$ | 165,875 | \$ | 161,831 | \$ | 157,509 | \$ | 154,084 | \$ | 153,089 |
| Risk-weighted assets - As reported to Basel 3 (fully phased-in) |  |  |  |  |  |  |  |  |  |  |
| Basel 3 Standardized approach risk-weighted assets as reported | \$ | 1,393,630 | \$ | 1,396,277 | \$ | 1,405,748 | \$ | 1,403,293 | \$ | 1,391,672 |
| Changes in risk-weighted assets from reported to fully phased-in |  | 15,587 |  | 17,689 |  | 20,104 |  | 24,089 |  | 22,989 |
| Basel 3 Standardized approach risk-weighted assets (fully phased-in) | \$ | 1,409,217 | \$ | 1,413,966 | \$ | 1,425,852 | \$ | 1,427,382 | \$ | 1,414,661 |
|  |  |  |  |  |  |  |  |  |  |  |
| Basel 3 Advanced approaches risk-weighted assets as reported | \$ | 1,545,984 | \$ | 1,561,567 | \$ | 1,586,993 | \$ | 1,602,373 |  | n/a |
| Changes in risk-weighted assets from reported to fully phased-in |  | $(23,501)$ |  | $(19,600)$ |  | $(29,710)$ |  | $(27,690)$ |  | n/a |
| Basel 3 Advanced approaches risk-weighted assets (fully phased-in) ${ }^{(4)}$ | \$ | 1,522,483 | \$ | 1,541,967 | \$ | 1,557,283 | \$ | 1,574,683 | \$ | 1,397,504 |
| Regulatory capital ratios |  |  |  |  |  |  |  |  |  |  |
| Basel 3 Standardized approach common equity tier 1 (transition) |  | 12.2\% |  | 11.9\% |  | 11.6\% |  | 11.6\% |  | 11.6\% |
| Basel 3 Advanced approaches common equity tier 1 (transition) |  | 11.0 |  | 10.6 |  | 10.3 |  | 10.2 |  | n/a |
| Basel 3 Standardized approach common equity tier 1 (fully phased-in) |  | 11.8 |  | 11.4 |  | 11.0 |  | 10.8 |  | 10.8 |
| Basel 3 Advanced approaches common equity tier 1 (fully phased-in) ${ }^{(4)}$ |  | 10.9 |  | 10.5 |  | 10.1 |  | 9.8 |  | 11.0 |

[^11]$n / a=$ not applicable

Certain prior period amounts have been reclassified to conform to current period presentation.

## Bank of America Corporation and Subsidiaries

Quarterly Average Balances and Interest Rates - Fully Taxable-equivalent Basis

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Third Quarter 2016 |  |  |  |  | Second Quarter 2016 |  |  |  |  | Third Quarter 2015 |  |  |  |  |
|  | Average Balance |  | Interest <br> Income/ <br> Expense |  | Yield/ Rate | Average Balance |  | Interest Income/ <br> Expense |  | Yield/ Rate | Average Balance |  | Interest Income/ <br> Expense |  | Yield/ Rate |
| Earning assets |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest-bearing deposits with the Federal Reserve, nonU.S. central banks and other banks | \$ | 133,866 | \$ | 148 | 0.44\% | \$ | 135,312 | \$ | 157 | 0.47\% | \$ | 145,174 | \$ | 96 | 0.26\% |
| Time deposits placed and other short-term investments |  | 9,336 |  | 34 | 1.45 |  | 7,855 |  | 35 | 1.79 |  | 11,503 |  | 38 | 1.32 |
| Federal funds sold and securities borrowed or purchased under agreements to resell |  | 214,254 |  | 267 | 0.50 |  | 223,005 |  | 260 | 0.47 |  | 210,127 |  | 275 | 0.52 |
| Trading account assets |  | 128,879 |  | 1,111 | 3.43 |  | 127,189 |  | 1,109 | 3.50 |  | 140,484 |  | 1,170 | 3.31 |
| Debt securities |  | 423,182 |  | 2,169 | 2.07 |  | 419,085 |  | 2,284 | 2.20 |  | 394,265 |  | 2,282 | 2.32 |
| Loans and leases ${ }^{(1)}$ : |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgage |  | 188,234 |  | 1,612 | 3.42 |  | 186,752 |  | 1,626 | 3.48 |  | 193,791 |  | 1,690 | 3.49 |
| Home equity |  | 70,603 |  | 681 | 3.84 |  | 73,141 |  | 703 | 3.86 |  | 79,715 |  | 730 | 3.64 |
| U.S. credit card |  | 88,210 |  | 2,061 | 9.30 |  | 86,705 |  | 1,983 | 9.20 |  | 88,201 |  | 2,033 | 9.15 |
| Non-U.S. credit card |  | 9,256 |  | 231 | 9.94 |  | 9,988 |  | 250 | 10.06 |  | 10,244 |  | 267 | 10.34 |
| Direct/Indirect consumer |  | 92,870 |  | 585 | 2.51 |  | 91,643 |  | 563 | 2.47 |  | 85,975 |  | 515 | 2.38 |
| Other consumer |  | 2,358 |  | 18 | 2.94 |  | 2,220 |  | 16 | 3.00 |  | 1,980 |  | 15 | 3.01 |
| Total consumer |  | 451,531 |  | 5,188 | 4.58 |  | 450,449 |  | 5,141 | 4.58 |  | 459,906 |  | 5,250 | 4.54 |
| U.S. commercial |  | 276,833 |  | 2,040 | 2.93 |  | 276,640 |  | 2,006 | 2.92 |  | 251,908 |  | 1,744 | 2.75 |
| Commercial real estate |  | 57,606 |  | 452 | 3.12 |  | 57,772 |  | 434 | 3.02 |  | 53,605 |  | 384 | 2.84 |
| Commercial lease financing |  | 21,194 |  | 153 | 2.88 |  | 20,874 |  | 147 | 2.81 |  | 20,013 |  | 153 | 3.07 |
| Non-U.S. commercial |  | 93,430 |  | 599 | 2.55 |  | 93,935 |  | 564 | 2.42 |  | 91,997 |  | 514 | 2.22 |
| Total commercial |  | 449,063 |  | 3,244 | 2.87 |  | 449,221 |  | 3,151 | 2.82 |  | 417,523 |  | 2,795 | 2.66 |
| Total loans and leases ${ }^{(2)}$ : |  | 900,594 |  | 8,432 | 3.73 |  | 899,670 |  | 8,292 | 3.70 |  | 877,429 |  | 8,045 | 3.65 |
| Other earning assets |  | 59,951 |  | 677 | 4.50 |  | 55,957 |  | 660 | 4.74 |  | 62,848 |  | 717 | 4.52 |
| Total earning assets ${ }^{(3)}$ |  | 1,870,062 |  | 12,838 | 2.73 |  | 1,868,073 |  | 12,797 | 2.75 |  | 1,841,830 |  | 12,623 | 2.73 |
| Cash and due from banks |  | 27,361 |  |  |  |  | 27,924 |  |  |  |  | 27,730 |  |  |  |
| Other assets, less allowance for loan and lease losses |  | 292,067 |  |  |  |  | 292,244 |  |  |  |  | 299,370 |  |  |  |
| Total assets |  | 2,189,490 |  |  |  | \$ | 2,188,241 |  |  |  | \$ | 2,168,930 |  |  |  |

[^12]|  | Third Quarter 2016 |  | Second Quarter 2016 |  | Third Quarter 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Federal funds sold and securities borrowed or purchased under agreements to resell | \$ | (1) | \$ | 5 | \$ | 20 |
| Debt securities |  | (49) |  | (48) |  | (11) |
| U.S. commercial loans and leases |  | (14) |  | (13) |  | (17) |
| Net hedge expense on assets | \$ | (64) | \$ | (56) | \$ | (8) |

Certain prior period amounts have been reclassified to conform to current period presentation.

Quarterly Average Balances and Interest Rates - Fully Taxable-equivalent Basis (continued)

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Third Quarter 2016 |  |  |  |  | Second Quarter 2016 |  |  |  |  | Third Quarter 2015 |  |  |  |  |
|  |  | Average Balance | Interest Income/ <br> Expense |  | Yield/ Rate | Average Balance |  | Interest <br> Income/ <br> Expense |  | Yield/ Rate | Average Balance |  | Interest Income/ Expense |  | Yield/ Rate |
| Interest-bearing liabilities |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. interest-bearing deposits: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Savings | \$ | 49,885 | \$ | 2 | 0.01\% | \$ | 50,105 | \$ | 1 | 0.01\% | \$ | 46,297 | \$ | 2 | 0.02\% |
| NOW and money market deposit accounts |  | 592,907 |  | 73 | 0.05 |  | 583,913 |  | 72 | 0.05 |  | 545,741 |  | 67 | 0.05 |
| Consumer CDs and IRAs |  | 48,695 |  | 33 | 0.27 |  | 48,450 |  | 33 | 0.28 |  | 53,174 |  | 38 | 0.29 |
| Negotiable CDs, public funds and other deposits |  | 32,023 |  | 43 | 0.54 |  | 32,879 |  | 35 | 0.42 |  | 30,631 |  | 26 | 0.33 |
| Total U.S. interest-bearing deposits |  | 723,510 |  | 151 | 0.08 |  | 715,347 |  | 141 | 0.08 |  | 675,843 |  | 133 | 0.08 |
| Non-U.S. interest-bearing deposits: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Banks located in non-U.S. countries |  | 4,294 |  | 9 | 0.87 |  | 4,235 |  | 10 | 0.98 |  | 4,196 |  | 7 | 0.71 |
| Governments and official institutions |  | 1,391 |  | 3 | 0.61 |  | 1,542 |  | 2 | 0.66 |  | 1,654 |  | 1 | 0.33 |
| Time, savings and other |  | 59,340 |  | 103 | 0.70 |  | 60,311 |  | 92 | 0.61 |  | 53,793 |  | 73 | 0.53 |
| Total non-U.S. interest-bearing deposits |  | 65,025 |  | 115 | 0.71 |  | 66,088 |  | 104 | 0.63 |  | 59,643 |  | 81 | 0.54 |
| Total interest-bearing deposits |  | 788,535 |  | 266 | 0.13 |  | 781,435 |  | 245 | 0.13 |  | 735,486 |  | 214 | 0.12 |
| Federal funds purchased, securities loaned or sold under agreements to repurchase and short-term borrowings |  | 207,634 |  | 569 | 1.09 |  | 215,852 |  | 626 | 1.17 |  | 257,323 |  | 597 | 0.92 |
| Trading account liabilities |  | 73,452 |  | 244 | 1.32 |  | 73,773 |  | 242 | 1.32 |  | 77,443 |  | 342 | 1.75 |
| Long-term debt |  | 227,269 |  | 1,330 | 2.33 |  | 233,061 |  | 1,343 | 2.31 |  | 240,520 |  | 1,343 | 2.22 |
| Total interest-bearing liabilities ${ }^{(1)}$ |  | 1,296,890 |  | 2,409 | 0.74 |  | 1,304,121 |  | 2,456 | 0.76 |  | 1,310,772 |  | 2,496 | 0.76 |
| Noninterest-bearing sources: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Noninterest-bearing deposits |  | 438,651 |  |  |  |  | 431,856 |  |  |  |  | 423,745 |  |  |  |
| Other liabilities |  | 185,050 |  |  |  |  | 186,910 |  |  |  |  | 180,615 |  |  |  |
| Shareholders' equity |  | 268,899 |  |  |  |  | 265,354 |  |  |  |  | 253,798 |  |  |  |
| Total liabilities and shareholders' equity |  | 2,189,490 |  |  |  | \$ | 2,188,241 |  |  |  | \$ | 2,168,930 |  |  |  |
| Net interest spread |  |  |  |  | 1.99\% |  |  |  |  | 1.99\% |  |  |  |  | 1.97\% |
| Impact of noninterest-bearing sources |  |  |  |  | 0.24 |  |  |  |  | 0.24 |  |  |  |  | 0.22 |
| Net interest income/yield on earning assets |  |  | \$ | 10,429 | 2.23\% |  |  | \$ | 10,341 | 2.23\% |  |  | \$ | 10,127 | 2.19\% |


|  | Third Quarter 2016 |  | Second Quarter 2016 |  | Third Quarter 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| NOW and money market deposit accounts | \$ | S | \$ | (1) | \$ | - |
| Consumer CDs and IRAs |  | 6 |  | 5 |  | 5 |
| Negotiable CDs, public funds and other deposits |  | 3 |  | 4 |  | 3 |
| Banks located in non-U.S. countries |  | 4 |  | 3 |  | 2 |
| Federal funds purchased, securities loaned or sold under agreements to repurchase and short-term borrowings |  | 95 |  | 149 |  | 232 |
| Long-term debt |  | (668) |  | (770) |  | (832) |
| Net hedge income on liabilities | \$ | S (560) | \$ | (610) | \$ | (590) |

[^13]
## Bank of America Corporation and Subsidiaries

Year-to-Date Average Balances and Interest Rates - Fully Taxable-equivalent Basis
(Dollars in millions)

|  | Nine Months Ended September 30 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2016 |  |  |  |  | 2015 |  |  |  |  |
|  |  Interest <br> Average Income/ <br> Balance Expense |  |  |  | Yield/ <br> Rate | Average Balance |  | Interest <br> Income/ <br> Expense |  | Yield/ Rate |
| Earning assets |  |  |  |  |  |  |  |  |  |  |
| Interest-bearing deposits with the Federal Reserve, nonU.S. central banks and other banks | \$ | 135,910 | \$ | 460 | 0.45\% | \$ | 132,445 | \$ | 261 | 0.26\% |
| Time deposits placed and other short-term investments |  | 8,784 |  | 101 | 1.54 |  | 9,366 |  | 105 | 1.50 |
| Federal funds sold and securities borrowed or purchased under agreements to resell |  | 215,476 |  | 803 | 0.50 |  | 212,781 |  | 774 | 0.49 |
| Trading account assets |  | 130,785 |  | 3,432 | 3.50 |  | 138,861 |  | 3,406 | 3.28 |
| Debt securities |  | 414,115 |  | 6,990 | 2.27 |  | 387,988 |  | 6,763 | 2.34 |
| Loans and leases ${ }^{(1)}$ : |  |  |  |  |  |  |  |  |  |  |
| Residential mortgage |  | 187,325 |  | 4,867 | 3.46 |  | 205,315 |  | 5,323 | 3.46 |
| Home equity |  | 73,015 |  | 2,095 | 3.83 |  | 82,404 |  | 2,269 | 3.68 |
| U.S. credit card |  | 87,362 |  | 6,065 | 9.27 |  | 88,117 |  | 6,040 | 9.17 |
| Non-U.S. credit card |  | 9,687 |  | 734 | 10.12 |  | 10,087 |  | 793 | 10.51 |
| Direct/Indirect consumer |  | 91,291 |  | 1,698 | 2.48 |  | 83,481 |  | 1,510 | 2.42 |
| Other consumer |  | 2,240 |  | 50 | 2.99 |  | 1,904 |  | 45 | 3.14 |
| Total consumer |  | 450,920 |  | 15,509 | 4.59 |  | 471,308 |  | 15,980 | 4.53 |
| U.S. commercial |  | 274,669 |  | 5,982 | 2.91 |  | 243,849 |  | 5,093 | 2.79 |
| Commercial real estate |  | 57,550 |  | 1,320 | 3.06 |  | 50,792 |  | 1,113 | 2.93 |
| Commercial lease financing |  | 21,049 |  | 482 | 3.05 |  | 19,592 |  | 473 | 3.22 |
| Non-U.S. commercial |  | 93,572 |  | 1,748 | 2.50 |  | 88,089 |  | 1,478 | 2.24 |
| Total commercial |  | 446,840 |  | 9,532 | 2.85 |  | 402,322 |  | 8,157 | 2.71 |
| Total loans and leases ${ }^{(2)}$ |  | 897,760 |  | 25,041 | 3.72 |  | 873,630 |  | 24,137 | 3.69 |
| Other earning assets |  | 58,189 |  | 2,031 | 4.66 |  | 62,366 |  | 2,142 | 4.59 |
| Total earning assets ${ }^{(3)}$ |  | 1,861,019 |  | 38,858 | 2.79 |  | 1,817,437 |  | 37,588 | 2.76 |
| Cash and due from banks |  | 28,041 |  |  |  |  | 28,726 |  |  |  |
| Other assets, less allowance for loan and lease losses |  | 294,845 |  |  |  |  | 307,190 |  |  |  |
| Total assets | \$ | 2,183,905 |  |  |  | \$ | 2,153,353 |  |  |  |

\footnotetext{
 loans were recorded at fair value upon acquisition and accrete interest income over the estimated life of the loan.

 to other income and other general operating expenses on the Consolidated Statement of Income.
 (decreased) interest income on:

|  | 2016 |  | 2015 |  |
| :---: | :---: | :---: | :---: | :---: |
| Federal funds sold and securities borrowed or purchased under agreements to resell | \$ | 17 | \$ | 45 |
| Debt securities |  | (131) |  | (22) |
| U.S. commercial loans and leases |  | (41) |  | (50) |
| Net hedge expense on assets | \$ | (155) | \$ | (27) |

Certain prior period amounts have been reclassified to conform to current period presentation.

## Bank of America Corporation and Subsidiaries

Year-to-Date Average Balances and Interest Rates - Fully Taxable-equivalent Basis (continued)
(Dollars in millions)



Certain prior period amounts have been reclassified to conform to current period presentation.

## Debt Securities and Available-for-Sale Marketable Equity Securities

(Dollars in millions)

|  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |


| Available-for-sale debt securities | June 30, 2016 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |
| Mortgage-backed securities: |  |  |  |  |  |  |  |  |
| Agency | \$ | 204,692 | \$ | 4,030 | \$ | (34) | \$ | 208,688 |
| Agency-collateralized mortgage obligations |  | 9,468 |  | 312 |  | (20) |  | 9,760 |
| Commercial |  | 11,095 |  | 307 |  | (5) |  | 11,397 |
| Non-agency residential |  | 1,963 |  | 208 |  | (68) |  | 2,103 |
| Total mortgage-backed securities |  | 227,218 |  | 4,857 |  | (127) |  | 231,948 |
| U.S. Treasury and agency securities |  | 25,792 |  | 351 |  | - |  | 26,143 |
| Non-U.S. securities |  | 6,044 |  | 21 |  | (7) |  | 6,058 |
| Other taxable securities, substantially all asset-backed securities |  | 9,793 |  | 26 |  | (45) |  | 9,774 |
| Total taxable securities |  | 268,847 |  | 5,255 |  | (179) |  | 273,923 |
| Tax-exempt securities |  | 15,281 |  | 112 |  | (31) |  | 15,362 |
| Total available-for-sale debt securities |  | 284,128 |  | 5,367 |  | (210) |  | 289,285 |
| Other debt securities carried at fair value |  | 20,527 |  | 93 |  | (235) |  | 20,385 |
| Total debt securities carried at fair value |  | 304,655 |  | 5,460 |  | (445) |  | 309,670 |
| Held-to-maturity debt securities, substantially all U.S. agency mortgage-backed securities |  | 102,899 |  | 1,611 |  | (135) |  | 104,375 |
| Total debt securities | \$ | 407,554 | \$ | 7,071 | \$ | (580) | \$ | 414,045 |
| Available-for-sale marketable equity securities ${ }^{(1)}$ | \$ | 325 | \$ | 46 | \$ | (34) | \$ | 337 |

${ }^{(1)}$ Classified in other assets on the Consolidated Balance Sheet.
Other Debt Securities Carried at Fair Value

| (Dollars in millions) | $\begin{gathered} \text { September } 30 \\ 2016 \end{gathered}$ |  | $\begin{gathered} \hline \text { June } 30 \\ 2016 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| Mortgage-backed securities: |  |  |  |  |
| Agency-collateralized mortgage obligations | \$ | 6 | \$ | 7 |
| Non-agency residential |  | 3,193 |  | 3,244 |
| Total mortgage-backed securities |  | 3,199 |  | 3,251 |
| Non-U.S. securities ${ }^{(1)}$ |  | 17,680 |  | 16,885 |
| Other taxable securities, substantially all asset-backed securities |  | 246 |  | 249 |
| Total | \$ | 21,125 | \$ | 20,385 |

[^14]Certain prior period amounts have been reclassified to conform to current period presentation.

## Bank of America Corporation and Subsidiaries

Quarterly Results by Business Segment and All Other

| (Dollars in millions) |  |  |  |  |
| :--- | :--- | ---: | :--- | ---: | ---: | ---: | ---: | ---: | ---: |

[^15]Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

Bank of America Corporation and Subsidiaries
Quarterly Results by Business Segment and All Other (continued)

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Third Quarter 2015 |  |  |  |  |  |  |  |  |  |  |  |
|  | Total Corporation |  | Consumer Banking |  | GWIM |  | Global <br> Banking |  | Global <br> Markets |  | All Other |  |
| Net interest income (FTE basis) | \$ | 10,127 | \$ | 5,093 | \$ | 1,360 | \$ | 2,315 | \$ | 1,094 | \$ | 265 |
| Card income |  | 1,510 |  | 1,248 |  | 44 |  | 132 |  | 18 |  | 68 |
| Service charges |  | 1,898 |  | 1,057 |  | 18 |  | 746 |  | 73 |  | 4 |
| Investment and brokerage services |  | 3,336 |  | 69 |  | 2,682 |  | 11 |  | 574 |  | - |
| Investment banking income (loss) |  | 1,287 |  | (1) |  | 55 |  | 752 |  | 521 |  | (40) |
| Trading account profits |  | 1,616 |  | - |  | 43 |  | 100 |  | 1,471 |  | 2 |
| Mortgage banking income |  | 407 |  | 290 |  | 2 |  | - |  | - |  | 115 |
| Gains on sales of debt securities |  | 437 |  | - |  | - |  | - |  | 1 |  | 436 |
| Other income (loss) |  | 601 |  | 225 |  | 249 |  | 280 |  | (2) |  | (151) |
| Total noninterest income |  | 11,092 |  | 2,888 |  | 3,093 |  | 2,021 |  | 2,656 |  | 434 |
| Total revenue, net of interest expense (FTE basis) |  | 21,219 |  | 7,981 |  | 4,453 |  | 4,336 |  | 3,750 |  | 699 |
| Provision for credit losses |  | 806 |  | 523 |  | (2) |  | 181 |  | 42 |  | 62 |
| Noninterest expense |  | 13,939 |  | 4,711 |  | 3,470 |  | 2,161 |  | 2,697 |  | 900 |
| Income (loss) before income taxes (FTE basis) |  | 6,474 |  | 2,747 |  | 985 |  | 1,994 |  | 1,011 |  | (263) |
| Income tax expense (benefit) (FTE basis) |  | 1,855 |  | 990 |  | 353 |  | 716 |  | 211 |  | (415) |
| Net income | \$ | 4,619 | \$ | 1,757 | \$ | 632 | \$ | 1,278 | \$ | 800 | \$ | 152 |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 877,429 | \$ | 233,103 | \$ | 134,319 | \$ | 308,710 | \$ | 66,349 | \$ | 134,948 |
| Total assets ${ }^{(1)}$ |  | 2,168,930 |  | 623,324 |  | 274,272 |  | 370,246 |  | 594,142 |  | 306,946 |
| Total deposits |  | 1,159,231 |  | 555,987 |  | 243,980 |  | 296,321 |  | 36,818 |  | 26,125 |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 882,076 | \$ | 234,995 | \$ | 135,805 | \$ | 313,596 | \$ | 70,159 | \$ | 127,521 |
| Total assets ${ }^{(1)}$ |  | 2,152,962 |  | 625,158 |  | 279,237 |  | 376,379 |  | 576,461 |  | 295,727 |
| Total deposits |  | 1,162,009 |  | 557,626 |  | 246,172 |  | 297,644 |  | 35,943 |  | 24,624 |

[^16]Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine Months Ended September 30, 2016 |  |  |  |  |  |  |  |  |  |  |  |
|  | Total Corporation |  | Consumer Banking |  | GWIM |  | Global <br> Banking |  | Global Markets |  | $\begin{gathered} \text { All } \\ \text { Other } \end{gathered}$ |  |
| Net interest income (FTE basis) | \$ | 31,470 | \$ | 15,825 | \$ | 4,310 | \$ | 7,439 | \$ | 3,391 | \$ | 505 |
| Card income |  | 4,349 |  | 3,645 |  | 111 |  | 386 |  | 62 |  | 145 |
| Service charges |  | 5,660 |  | 3,080 |  | 55 |  | 2,284 |  | 231 |  | 10 |
| Investment and brokerage services |  | 9,543 |  | 205 |  | 7,718 |  | 50 |  | 1,583 |  | (13) |
| Investment banking income (loss) |  | 4,019 |  | 1 |  | 180 |  | 2,230 |  | 1,742 |  | (134) |
| Trading account profits |  | 5,821 |  | - |  | 123 |  | 80 |  | 5,401 |  | 217 |
| Mortgage banking income |  | 1,334 |  | 754 |  | 2 |  | - |  | 1 |  | 577 |
| Gains on sales of debt securities |  | 490 |  | - |  | - |  | - |  | - |  | 490 |
| Other income (loss) |  | 1,691 |  | 110 |  | 774 |  | 1,427 |  | 207 |  | (827) |
| Total noninterest income |  | 32,907 |  | 7,795 |  | 8,963 |  | 6,457 |  | 9,227 |  | 465 |
| Total revenue, net of interest expense (FTE basis) |  | 64,377 |  | 23,620 |  | 13,273 |  | 13,896 |  | 12,618 |  | 970 |
| Provision for credit losses |  | 2,823 |  | 1,955 |  | 46 |  | 870 |  | 23 |  | (71) |
| Noninterest expense |  | 41,790 |  | 13,324 |  | 9,822 |  | 6,449 |  | 7,690 |  | 4,505 |
| Income (loss) before income taxes (FTE basis) |  | 19,764 |  | 8,341 |  | 3,405 |  | 6,577 |  | 4,905 |  | $(3,464)$ |
| Income tax expense (benefit) (FTE basis) |  | 6,554 |  | 3,088 |  | 1,267 |  | 2,435 |  | 1,746 |  | $(1,982)$ |
| Net income (loss) | \$ | 13,210 | \$ | 5,253 | \$ | 2,138 | \$ | 4,142 | \$ | 3,159 | \$ | $\stackrel{(1,482)}{ }$ |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 897,760 | \$ | 243,191 | \$ | 141,169 | \$ | 332,474 | \$ | 69,315 | \$ | 111,611 |
| Total assets ${ }^{(1)}$ |  | 2,183,905 |  | 662,133 |  | 291,383 |  | 394,402 |  | 582,006 |  | 253,981 |
| Total deposits |  | 1,213,029 |  | 593,504 |  | 256,356 |  | 300,732 |  | 34,409 |  | 28,028 |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 905,008 | \$ | 251,125 | \$ | 144,980 | \$ | 334,120 | \$ | 72,144 | \$ | 102,639 |
| Total assets ${ }^{(1)}$ |  | 2,195,314 |  | 687,247 |  | 289,795 |  | 397,795 |  | 595,165 |  | 225,312 |
| Total deposits |  | 1,232,895 |  | 618,030 |  | 252,962 |  | 301,061 |  | 31,692 |  | 29,150 |
|  | Nine Months Ended September 30, 2015 |  |  |  |  |  |  |  |  |  |  |  |
|  |  | Total rporation |  | nsumer <br> anking |  | WIM |  | lobal anking |  | Global arkets |  | All <br> ther |
| Net interest income (FTE basis) | \$ | 29,936 | \$ | 15,199 | \$ | 4,081 | \$ | 6,788 | \$ | 3,059 | \$ | 809 |
| Card income |  | 4,381 |  | 3,623 |  | 134 |  | 360 |  | 63 |  | 201 |
| Service charges |  | 5,519 |  | 3,056 |  | 55 |  | 2,184 |  | 211 |  | 13 |
| Investment and brokerage services |  | 10,101 |  | 203 |  | 8,154 |  | 43 |  | 1,703 |  | (2) |
| Investment banking income (loss) |  | 4,300 |  | (1) |  | 211 |  | 2,381 |  | 1,869 |  | (160) |
| Trading account profits (losses) |  | 5,510 |  | - |  | 151 |  | 182 |  | 5,312 |  | (135) |
| Mortgage banking income |  | 2,102 |  | 1,117 |  | 7 |  | - |  | - |  | 978 |
| Gains on sales of debt securities |  | 886 |  | 1 |  | - |  | - |  | 10 |  | 875 |
| Other income (loss) |  | 1,312 |  | 315 |  | 763 |  | 1,122 |  | (331) |  | (557) |
| Total noninterest income |  | 34,111 |  | 8,314 |  | 9,475 |  | 6,272 |  | 8,837 |  | 1,213 |
| Total revenue, net of interest expense (FTE basis) |  | 64,047 |  | 23,513 |  | 13,556 |  | 13,060 |  | 11,896 |  | 2,022 |
| Provision for credit losses |  | 2,351 |  | 1,662 |  | 36 |  | 454 |  | 69 |  | 130 |
| Noninterest expense |  | 43,724 |  | 14,079 |  | 10,446 |  | 6,396 |  | 8,606 |  | 4,197 |
| Income (loss) before income taxes (FTE basis) |  | 17,972 |  | 7,772 |  | 3,074 |  | 6,210 |  | 3,221 |  | $(2,305)$ |
| Income tax expense (benefit) (FTE basis) |  | 5,420 |  | 2,859 |  | 1,130 |  | 2,286 |  | 968 |  | $(1,823)$ |
| Net income (loss) | \$ | $\underline{12,552}$ | \$ | 4,913 | \$ | 1,944 | \$ | 3,924 | \$ | 2,253 | \$ | (482) |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 873,630 | \$ | 231,399 | \$ | 130,975 | \$ | 298,923 | \$ | 61,625 | \$ | 150,708 |
| Total assets ${ }^{(1)}$ |  | 2,153,353 |  | 616,559 |  | 272,790 |  | 364,659 |  | 596,568 |  | 302,777 |
| Total deposits |  | 1,145,686 |  | 549,213 |  | 242,507 |  | 290,327 |  | 38,376 |  | 25,263 |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 882,076 | \$ | 234,995 | \$ | 135,805 | \$ | 313,596 | \$ | 70,159 | \$ | 127,521 |
| Total assets ${ }^{(1)}$ |  | 2,152,962 |  | 625,158 |  | 279,237 |  | 376,379 |  | 576,461 |  | 295,727 |
| Total deposits |  | 1,162,009 |  | 557,626 |  | 246,172 |  | 297,644 |  | 35,943 |  | 24,624 |

[^17]Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

## Bank of America Corporation and Subsidiaries

## Supplemental Financial Data

(Dollars in millions)

Fully taxable-equivalent (FTE) basis data ${ }^{(1)}$

|  | Nine Months Ended September 30 |  |  |  | Third Quarter 2016 |  | $\begin{gathered} \text { Second } \\ \text { Quarter } \\ 2016 \end{gathered}$ |  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2016 \end{gathered}$ |  | Fourth Quarter 2015 |  | ThirdQuarter2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2016 |  | 2015 |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 31,470 | \$ | 29,936 | \$ | 10,429 | S | 10,341 | \$ | 10,700 | \$ | 9,911 | \$ | 10,127 |
| Total revenue, net of interest expense |  | 64,377 |  | 64,047 |  | 21,863 |  | 21,509 |  | 21,005 |  | 19,807 |  | 21,219 |
| Net interest yield |  | 2.26\% |  | 2.20\% |  | 2.23\% |  | 2.23\% |  | 2.33\% |  | 2.14\% |  | 2.19\% |
| Efficiency ratio |  | 64.91 |  | 68.27 |  | 61.66 |  | 62.73 |  | 70.54 |  | 70.73 |  | 65.70 |


 and is consistent with industry practices. (See Exhibit A: Non-GAAP Reconciliations - Reconciliations to GAAP Financial Measures on pages 42-43.)

Certain prior period amounts have been reclassified to conform to current period presentation.

## Bank of America Corporation and Subsidiaries

Consumer Banking Segment Results

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine Months Ended September 30 |  |  |  | Third Quarter 2016 |  | Second Quarter 2016 |  | FirstQuarter2016 |  | Fourth Quarter 2015 |  | Third Quarter 2015 |  |
|  |  | 2016 |  | 2015 |  |  |  |  |  |  |  |  |  |  |
| Net interest income (FTE basis) | \$ | 15,825 | \$ | 15,199 | \$ | 5,290 | \$ | 5,207 | \$ | 5,328 | \$ | 5,229 | \$ | 5,093 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Card income |  | 3,645 |  | 3,623 |  | 1,218 |  | 1,216 |  | 1,211 |  | 1,314 |  | 1,248 |
| Service charges |  | 3,080 |  | 3,056 |  | 1,072 |  | 1,011 |  | 997 |  | 1,045 |  | 1,057 |
| Mortgage banking income |  | 754 |  | 1,117 |  | 297 |  | 267 |  | 190 |  | 215 |  | 290 |
| All other income |  | 316 |  | 518 |  | 91 |  | 94 |  | 131 |  | 209 |  | 293 |
| Total noninterest income |  | 7,795 |  | 8,314 |  | 2,678 |  | 2,588 |  | 2,529 |  | 2,783 |  | 2,888 |
| Total revenue, net of interest expense (FTE basis) |  | 23,620 |  | 23,513 |  | 7,968 |  | 7,795 |  | 7,857 |  | 8,012 |  | 7,981 |
| Provision for credit losses |  | 1,955 |  | 1,662 |  | 698 |  | 726 |  | 531 |  | 684 |  | 523 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Noninterest expense |  | 13,324 |  | 14,079 |  | 4,371 |  | 4,414 |  | 4,539 |  | 4,637 |  | 4,711 |
| Income before income taxes (FTE basis) |  | 8,341 |  | 7,772 |  | 2,899 |  | 2,655 |  | 2,787 |  | 2,691 |  | 2,747 |
| Income tax expense (FTE basis) |  | 3,088 |  | 2,859 |  | 1,086 |  | 978 |  | 1,024 |  | 955 |  | 990 |
| Net income | \$ | 5,253 | \$ | 4,913 | \$ | 1,813 | \$ | 1,677 | \$ | 1,763 | \$ | 1,736 | \$ | 1,757 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest yield (FTE basis) |  | 3.39\% |  | 3.53\% |  | 3.30\% |  | 3.34\% |  | 3.53\% |  | 3.51\% |  | 3.46\% |
| Return on average allocated capital ${ }^{(1)}$ |  | 21 |  | 20 |  | 21 |  | 20 |  | 21 |  | 21 |  | 21 |
| Efficiency ratio (FTE basis) |  | 56.41 |  | 59.88 |  | 54.86 |  | 56.63 |  | 57.77 |  | 57.88 |  | 59.02 |
| Balance Sheet |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 243,191 | \$ | 231,399 | \$ | 248,683 | \$ | 242,921 | \$ | 237,908 | \$ | 235,498 | \$ | 233,103 |
| Total earning assets ${ }^{(2)}$ |  | 623,840 |  | 576,309 |  | 636,838 |  | 627,231 |  | 607,308 |  | 591,330 |  | 583,368 |
| Total assets ${ }^{(2)}$ |  | 662,133 |  | 616,559 |  | 674,636 |  | 665,102 |  | 646,523 |  | 630,973 |  | 623,324 |
| Total deposits |  | 593,504 |  | 549,213 |  | 605,708 |  | 596,474 |  | 578,196 |  | 563,745 |  | 555,987 |
| Allocated capital ${ }^{(1)}$ |  | 34,000 |  | 33,000 |  | 34,000 |  | 34,000 |  | 34,000 |  | 33,000 |  | 33,000 |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 251,125 | \$ | 234,995 | \$ | 251,125 | \$ | 247,122 | \$ | 240,591 | \$ | 238,851 | \$ | 234,995 |
| Total earning assets ${ }^{(2)}$ |  | 648,978 |  | 584,995 |  | 648,978 |  | 630,454 |  | 626,941 |  | 605,012 |  | 584,995 |
| Total assets ${ }^{(2)}$ |  | 687,247 |  | 625,158 |  | 687,247 |  | 668,470 |  | 666,298 |  | 645,427 |  | 625,158 |
| Total deposits |  | 618,030 |  | 557,626 |  | 618,030 |  | 599,457 |  | 597,800 |  | 577,832 |  | 557,626 |

[^18]Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

## Bank of America Corporation and Subsidiaries

## Consumer Banking Year-to-Date Results

(Dollars in millions)

|  | Nine Months Ended September 30, 2016 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total Consumer Banking |  | Deposits |  | Consumer Lending |  |
| Net interest income (FTE basis) | \$ | 15,825 | \$ | 7,940 | \$ | 7,885 |
| Noninterest income: |  |  |  |  |  |  |
| Card income |  | 3,645 |  | 7 |  | 3,638 |
| Service charges |  | 3,080 |  | 3,079 |  | 1 |
| Mortgage banking income |  | 754 |  | - |  | 754 |
| All other income |  | 316 |  | 312 |  | 4 |
| Total noninterest income |  | 7,795 |  | 3,398 |  | 4,397 |
| Total revenue, net of interest expense (FTE basis) |  | 23,620 |  | 11,338 |  | 12,282 |
| Provision for credit losses |  | 1,955 |  | 132 |  | 1,823 |
|  |  |  |  |  |  |  |
| Noninterest expense |  | 13,324 |  | 7,227 |  | 6,097 |
| Income before income taxes (FTE basis) |  | 8,341 |  | 3,979 |  | 4,362 |
| Income tax expense (FTE basis) |  | 3,088 |  | 1,473 |  | 1,615 |
| Net income | S | 5,253 | \$ | 2,506 | \$ | 2,747 |
|  |  |  |  |  |  |  |
| Net interest yield (FTE basis) |  | 3.39\% |  | 1.79\% |  | 4.39\% |
| Return on average allocated capital ${ }^{(1)}$ |  | 21 |  | 28 |  | 17 |
| Efficiency ratio (FTE basis) |  | 56.41 |  | 63.74 |  | 49.64 |
| Balance Sheet |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |
| Total loans and leases | \$ | 243,191 | \$ | 4,787 | \$ | 238,404 |
| Total earning assets ${ }^{(2)}$ |  | 623,840 |  | 591,913 |  | 239,870 |
| Total assets ${ }^{(2)}$ |  | 662,133 |  | 618,466 |  | 251,610 |
| Total deposits |  | 593,504 |  | 586,334 |  | 7,170 |
| Allocated capital ${ }^{(1)}$ |  | 34,000 |  | 12,000 |  | 22,000 |
| Period end |  |  |  |  |  |  |
| Total loans and leases | \$ | 251,125 | \$ | 4,810 | \$ | 246,315 |
| Total earning assets ${ }^{(2)}$ |  | 648,978 |  | 616,853 |  | 248,233 |
| Total assets ${ }^{(2)}$ |  | 687,247 |  | 643,025 |  | 260,330 |
| Total deposits |  | 618,030 |  | 610,752 |  | 7,278 |
|  | Nine Months Ended September 30, 2015 |  |  |  |  |  |
|  | Total Consumer Banking |  | Deposits |  | Consumer Lending |  |
| Net interest income (FTE basis) | \$ | 15,199 | \$ | 7,083 | \$ | 8,116 |
| Noninterest income: |  |  |  |  |  |  |
| Card income |  | 3,623 |  | 8 |  | 3,615 |
| Service charges |  | 3,056 |  | 3,055 |  | 1 |
| Mortgage banking income |  | 1,117 |  | - |  | 1,117 |
| All other income |  | 518 |  | 355 |  | 163 |
| Total noninterest income |  | 8,314 |  | 3,418 |  | 4,896 |
| Total revenue, net of interest expense (FTE basis) |  | 23,513 |  | 10,501 |  | 13,012 |
| Provision for credit losses |  | 1,662 |  | 145 |  | 1,517 |
|  |  |  |  |  |  |  |
| Noninterest expense |  | 14,079 |  | 7,354 |  | 6,725 |
| Income before income taxes (FTE basis) |  | 7,772 |  | 3,002 |  | 4,770 |
| Income tax expense (FTE basis) |  | 2,859 |  | 1,103 |  | 1,756 |
| Net income | \$ | 4,913 | \$ | 1,899 | \$ | 3,014 |
|  |  |  |  |  |  |  |
| Net interest yield (FTE basis) |  | $3.53 \%$ |  | 1.74\% |  | 4.74\% |
| Return on average allocated capital ${ }^{(1)}$ |  | 20 |  | 21 |  | 19 |
| Efficiency ratio (FTE basis) |  | 59.88 |  | 70.02 |  | 51.69 |
| $\underline{\text { Balance Sheet }}$ |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |
| Total loans and leases | \$ | 231,399 | \$ | 4,733 | \$ | 226,666 |
| Total earning assets ${ }^{(2)}$ |  | 576,309 |  | 545,708 |  | 228,681 |
| Total assets ${ }^{(2)}$ |  | 616,559 |  | 572,723 |  | 241,916 |
| Total deposits |  | 549,213 |  | 540,850 |  | 8,363 |
| Allocated capital ${ }^{(1)}$ |  | 33,000 |  | 12,000 |  | 21,000 |
| Period end |  |  |  |  |  |  |
| Total loans and leases | \$ | 234,995 | \$ | 4,644 | \$ | 230,351 |
| Total earning assets ${ }^{(2)}$ |  | 584,995 |  | 555,127 |  | 232,228 |
| Total assets ${ }^{(2)}$ |  | 625,158 |  | 582,082 |  | 245,436 |
| Total deposits |  | 557,626 |  | 550,240 |  | 7,386 |

For footnotes see page 21.

Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

## Bank of America Corporation and Subsidiaries

## Consumer Banking Quarterly Results

(Dollars in millions)

|  |  |
| :--- | :--- |
|  |  |
|  |  |

For footnotes see page 21.

Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

## Bank of America Corporation and Subsidiaries

Consumer Banking Quarterly Results (continued)
(Dollars in millions)

|  | Third Quarter 2015 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total Consumer Banking |  | Deposits |  | Consumer Lending |  |
| Net interest income (FTE basis) | \$ | 5,093 | \$ | 2,397 | \$ | 2,696 |
| Noninterest income: |  |  |  |  |  |  |
| Card income |  | 1,248 |  | 2 |  | 1,246 |
| Service charges |  | 1,057 |  | 1,057 |  | - |
| Mortgage banking income |  | 290 |  | - |  | 290 |
| All other income |  | 293 |  | 132 |  | 161 |
| Total noninterest income |  | 2,888 |  | 1,191 |  | 1,697 |
| Total revenue, net of interest expense (FTE basis) |  | 7,981 |  | 3,588 |  | 4,393 |
| Provision for credit losses |  | 523 |  | 58 |  | 465 |
|  |  |  |  |  |  |  |
| Noninterest expense |  | 4,711 |  | 2,501 |  | 2,210 |
| Income before income taxes (FTE basis) |  | 2,747 |  | 1,029 |  | 1,718 |
| Income tax expense (FTE basis) |  | 990 |  | 370 |  | 620 |
| Net income | \$ | 1,757 | \$ | 659 | \$ | 1,098 |
|  |  |  |  |  |  |  |
| Net interest yield (FTE basis) |  | 3.46\% |  | 1.72\% |  | 4.64\% |
| Return on average allocated capital ${ }^{(1)}$ |  | 21 |  | 22 |  | 21 |
| Efficiency ratio (FTE basis) |  | 59.02 |  | 69.69 |  | 50.31 |
| Balance Sheet |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |
| Total loans and leases | \$ | 233,103 | \$ | 4,662 | \$ | 228,441 |
| Total earning assets ${ }^{(2)}$ |  | 583,368 |  | 552,534 |  | 230,523 |
| Total assets ${ }^{(2)}$ |  | 623,324 |  | 579,604 |  | 243,409 |
| Total deposits |  | 555,987 |  | 547,727 |  | 8,260 |
| Allocated capital ${ }^{(1)}$ |  | 33,000 |  | 12,000 |  | 21,000 |
| Period end |  |  |  |  |  |  |
| Total loans and leases | \$ | 234,995 | \$ | 4,644 | \$ | 230,351 |
| Total earning assets ${ }^{(2)}$ |  | 584,995 |  | 555,127 |  | 232,228 |
| Total assets ${ }^{(2)}$ |  | 625,158 |  | 582,082 |  | 245,436 |
| Total deposits |  | 557,626 |  | 550,240 |  | 7,386 |

 Other companies may define or calculate these measures differently.
 liabilities and allocated shareholders' equity. As a result, total earning assets and total assets of the businesses may not equal total Consumer Banking

[^19]
## Bank of America Corporation and Subsidiaries

Consumer Banking Key Indicators

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine Months Ended September 30 |  |  |  | Third Quarter 2016 |  | Second Quarter 2016 |  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2016 \end{gathered}$ |  | Fourth Quarter 2015 |  | Third Quarter 2015 |  |
|  |  | 2016 |  | 2015 |  |  |  |  |  |  |  |  |  |  |
| Average deposit balances |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Checking |  | 291,602 | \$ | 264,191 |  | 299,149 | \$ | 293,427 | \$ | 282,146 | \$ | 273,900 | \$ | 268,559 |
| Savings |  | 47,658 |  | 44,999 |  | 48,273 |  | 48,472 |  | 46,221 |  | 44,518 |  | 44,721 |
| MMS |  | 207,033 |  | 186,104 |  | 212,096 |  | 207,333 |  | 201,616 |  | 195,756 |  | 191,358 |
| CDs and IRAs |  | 44,413 |  | 51,195 |  | 43,420 |  | 44,378 |  | 45,451 |  | 46,791 |  | 48,644 |
| Non-U.S. and other |  | 2,798 |  | 2,724 |  | 2,770 |  | 2,864 |  | 2,762 |  | 2,780 |  | 2,705 |
| Total average deposit balances | \$ | 593,504 | \$ | 549,213 | \$ | 605,708 | \$ | 596,474 | \$ | 578,196 | \$ | 563,745 | \$ | 555,987 |
| Deposit spreads (excludes noninterest costs) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Checking |  | 1.96\% |  | 1.99\% |  | 1.94\% |  | 1.97\% |  | 1.98\% |  | 1.98\% |  | 1.99\% |
| Savings |  | 2.26 |  | 2.30 |  | 2.24 |  | 2.26 |  | 2.28 |  | 2.29 |  | 2.29 |
| MMS |  | 1.24 |  | 1.22 |  | 1.23 |  | 1.24 |  | 1.24 |  | 1.24 |  | 1.23 |
| CDs and IRAs |  | 0.92 |  | 0.58 |  | 1.03 |  | 0.92 |  | 0.81 |  | 0.69 |  | 0.62 |
| Non-U.S. and other |  | 0.78 |  | 0.45 |  | 0.87 |  | 0.80 |  | 0.67 |  | 0.54 |  | 0.48 |
| Total deposit spreads |  | 1.65 |  | 1.61 |  | 1.64 |  | 1.66 |  | 1.65 |  | 1.63 |  | 1.62 |
| Client brokerage assets |  | 137,985 | \$ | 117,210 | \$ | 137,985 | \$ | 131,698 | \$ | 126,921 | \$ | 122,721 | \$ | 117,210 |
| Online banking active accounts (units in thousands) |  | 33,722 |  | 31,627 |  | 33,722 |  | 33,022 |  | 32,647 |  | 31,674 |  | 31,627 |
| Mobile banking active users (units in thousands) |  | 21,305 |  | 18,398 |  | 21,305 |  | 20,227 |  | 19,595 |  | 18,705 |  | 18,398 |
| Financial centers |  | 4,629 |  | 4,741 |  | 4,629 |  | 4,681 |  | 4,689 |  | 4,726 |  | 4,741 |
| ATMs |  | 15,959 |  | 16,062 |  | 15,959 |  | 15,998 |  | 16,003 |  | 16,038 |  | 16,062 |
| Total U.S. credit card ${ }^{(1)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average credit card outstandings | \$ | 87,362 | \$ | 88,117 | \$ | 88,210 | \$ | 86,705 | \$ | 87,163 | \$ | 88,623 | \$ | 88,201 |
| Ending credit card outstandings |  | 88,789 |  | 88,339 |  | 88,789 |  | 88,103 |  | 86,403 |  | 89,602 |  | 88,339 |
| Credit quality |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net charge-offs | \$ | 1,703 | \$ | 1,751 | \$ | 543 | \$ | 573 | \$ | 587 | \$ | 563 | \$ | 546 |
|  |  | 2.60\% |  | 2.66\% |  | 2.45\% |  | 2.66\% |  | 2.71\% |  | 2.52\% |  | 2.46\% |
| $30+$ delinquency | \$ | 1,459 | \$ | 1,514 | \$ | 1,459 | \$ | 1,388 | \$ | 1,448 | \$ | 1,575 | \$ | 1,514 |
|  |  | 1.64\% |  | 1.71\% |  | 1.64\% |  | 1.58\% |  | 1.68\% |  | 1.76\% |  | 1.71\% |
| $90+$ delinquency | \$ | 702 | \$ | 721 | \$ | 702 | \$ | 693 | \$ | 743 | \$ | 789 | \$ | 721 |
|  |  | 0.79\% |  | 0.82\% |  | 0.79\% |  | 0.79\% |  | 0.86\% |  | 0.88\% |  | 0.82\% |
| Other Total U.S. credit card indicators ${ }^{(1)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Gross interest yield |  | 9.27\% |  | 9.17\% |  | 9.30\% |  | 9.20\% |  | 9.32\% |  | 9.15\% |  | 9.15\% |
| Risk-adjusted margin |  | 8.99 |  | 9.14 |  | 9.11 |  | 8.79 |  | 9.05 |  | 9.79 |  | 9.51 |
| New accounts (in thousands) |  | 3,845 |  | 3,713 |  | 1,324 |  | 1,313 |  | 1,208 |  | 1,260 |  | 1,257 |
| Purchase volumes |  | 165,412 | \$ | 162,625 | \$ | 57,591 | \$ | 56,667 | \$ | 51,154 | \$ | 58,752 | \$ | 56,472 |
| Debit card data |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Purchase volumes |  | 212,316 | \$ | 206,941 | \$ | 71,049 | \$ | 72,120 | \$ | 69,147 | \$ | 70,755 | \$ | 69,288 |

For footnotes see page 23.

Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

## Bank of America Corporation and Subsidiaries

Consumer Banking Key Indicators (continued)


[^20]
## Bank of America Corporation and Subsidiaries

Global Wealth \& Investment Management Segment Results

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine Months Ended September 30 |  |  |  | ThirdQuarter 2016 |  | Second Quarter 2016 |  | FirstQuarter 2016 |  | Fourth Quarter 2015 |  | Third Quarter 2015 |  |
|  |  | 2016 |  | 2015 |  |  |  |  |  |  |  |  |  |  |
| Net interest income (FTE basis) | \$ | 4,310 | \$ | 4,081 | \$ | 1,394 | \$ | 1,403 | \$ | 1,513 | \$ | 1,446 | \$ | 1,360 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Investment and brokerage services |  | 7,718 |  | 8,154 |  | 2,584 |  | 2,598 |  | 2,536 |  | 2,638 |  | 2,682 |
| All other income |  | 1,245 |  | 1,321 |  | 401 |  | 424 |  | 420 |  | 394 |  | 411 |
| Total noninterest income |  | 8,963 |  | 9,475 |  | 2,985 |  | 3,022 |  | 2,956 |  | 3,032 |  | 3,093 |
| Total revenue, net of interest expense (FTE basis) |  | 13,273 |  | 13,556 |  | 4,379 |  | 4,425 |  | 4,469 |  | 4,478 |  | 4,453 |
| Provision for credit losses |  | 46 |  | 36 |  | 7 |  | 14 |  | 25 |  | 15 |  | (2) |
| Noninterest expense |  | 9,822 |  | 10,446 |  | 3,257 |  | 3,288 |  | 3,277 |  | 3,497 |  | 3,470 |
| Income before income taxes (FTE basis) |  | 3,405 |  | 3,074 |  | 1,115 |  | 1,123 |  | 1,167 |  | 966 |  | 985 |
| Income tax expense (FTE basis) |  | 1,267 |  | 1,130 |  | 418 |  | 420 |  | 429 |  | 343 |  | 353 |
| Net income | \$ | 2,138 | \$ | 1,944 | \$ | 697 | \$ | 703 | \$ | 738 | \$ | 623 | \$ | 632 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest yield (FTE basis) |  | 2.09\% |  | 2.14\% |  | 2.03\% |  | 2.06\% |  | 2.18\% |  | 2.13\% |  | 2.10\% |
| Return on average allocated capital ${ }^{(1)}$ |  | 22 |  | 22 |  | 21 |  | 22 |  | 23 |  | 21 |  | 21 |
| Efficiency ratio (FTE basis) |  | 74.00 |  | 77.06 |  | 74.36 |  | 74.32 |  | 73.33 |  | 78.13 |  | 77.92 |
| Balance Sheet |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 141,169 | \$ | 130,975 | \$ | 143,207 | \$ | 141,181 | \$ | 139,099 | \$ | 137,022 | \$ | 134,319 |
| Total earning assets ${ }^{(2)}$ |  | 275,675 |  | 255,572 |  | 273,568 |  | 273,874 |  | 279,606 |  | 269,250 |  | 257,424 |
| Total assets ${ }^{(2)}$ |  | 291,383 |  | 272,790 |  | 288,821 |  | 289,646 |  | 295,711 |  | 285,329 |  | 274,272 |
| Total deposits |  | 256,356 |  | 242,507 |  | 253,812 |  | 254,804 |  | 260,482 |  | 251,306 |  | 243,980 |
| Allocated capital ${ }^{(1)}$ |  | 13,000 |  | 12,000 |  | 13,000 |  | 13,000 |  | 13,000 |  | 12,000 |  | 12,000 |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 144,980 | \$ | 135,805 | \$ | 144,980 | \$ | 142,633 | \$ | 139,690 | \$ | 139,039 | \$ | 135,805 |
| Total earning assets ${ }^{(2)}$ |  | 274,289 |  | 262,952 |  | 274,289 |  | 270,974 |  | 280,118 |  | 279,597 |  | 262,952 |
| Total assets ${ }^{(2)}$ |  | 289,795 |  | 279,237 |  | 289,795 |  | 286,846 |  | 296,200 |  | 296,271 |  | 279,237 |
| Total deposits |  | 252,962 |  | 246,172 |  | 252,962 |  | 250,976 |  | 260,565 |  | 260,893 |  | 246,172 |

[^21]Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

## Bank of America Corporation and Subsidiaries

## Global Wealth \& Investment Management Key Indicators



[^22]Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

## Bank of America Corporation and Subsidiaries

## Global Banking Segment Results

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine Months Ended September 30 |  |  |  | Third Quarter 2016 |  | Second Quarter 2016 |  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2016 \end{gathered}$ |  | Fourth Quarter 2015 |  | Third Quarter 2015 |  |
|  | 2016 |  | 2015 |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income (FTE basis) | \$ | 7,439 | \$ | 6,788 | \$ | 2,470 | \$ | 2,424 | \$ | 2,545 | \$ | 2,456 | \$ | 2,315 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Service charges |  | 2,284 |  | 2,184 |  | 780 |  | 759 |  | 745 |  | 730 |  | 746 |
| Investment banking fees |  | 2,230 |  | 2,381 |  | 795 |  | 799 |  | 636 |  | 729 |  | 752 |
| All other income |  | 1,943 |  | 1,707 |  | 703 |  | 712 |  | 528 |  | 646 |  | 523 |
| Total noninterest income |  | 6,457 |  | 6,272 |  | 2,278 |  | 2,270 |  | 1,909 |  | 2,105 |  | 2,021 |
| Total revenue, net of interest expense (FTE basis) |  | 13,896 |  | 13,060 |  | 4,748 |  | 4,694 |  | 4,454 |  | 4,561 |  | 4,336 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Provision for credit losses |  | 870 |  | 454 |  | 118 |  | 199 |  | 553 |  | 232 |  | 181 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Noninterest expense |  | 6,449 |  | 6,396 |  | 2,151 |  | 2,126 |  | 2,172 |  | 2,085 |  | 2,161 |
| Income before income taxes (FTE basis) |  | 6,577 |  | 6,210 |  | 2,479 |  | 2,369 |  | 1,729 |  | 2,244 |  | 1,994 |
| Income tax expense (FTE basis) |  | 2,435 |  | 2,286 |  | 926 |  | 873 |  | 636 |  | 828 |  | 716 |
| Net income | \$ | 4,142 | \$ | 3,924 | \$ | 1,553 | \$ | 1,496 | \$ | 1,093 | \$ | 1,416 | \$ | 1,278 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest yield (FTE basis) |  | 2.88\% |  | 2.89\% |  | 2.83\% |  | 2.81\% |  | 3.00\% |  | 2.93\% |  | 2.87\% |
| Return on average allocated capital ${ }^{(1)}$ |  | 15 |  | 15 |  | 17 |  | 16 |  | 12 |  | 16 |  | 14 |
| Efficiency ratio (FTE basis) |  | 46.41 |  | 48.97 |  | 45.30 |  | 45.29 |  | 48.77 |  | 45.72 |  | 49.86 |
|  | Balance Sheet |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 332,474 | \$ | 298,923 | \$ | 334,363 | \$ | 334,396 | \$ | 328,643 | \$ | 318,699 | \$ | 308,710 |
| Total earnings assets ${ }^{(2)}$ |  | 345,406 |  | 314,580 |  | 347,462 |  | 347,347 |  | 341,386 |  | 332,022 |  | 320,307 |
| Total assets ${ }^{(2)}$ |  | 394,402 |  | 364,659 |  | 395,423 |  | 395,997 |  | 391,774 |  | 381,887 |  | 370,246 |
| Total deposits |  | 300,732 |  | 290,327 |  | 306,198 |  | 298,805 |  | 297,134 |  | 307,806 |  | 296,321 |
| Allocated capital ${ }^{(1)}$ |  | 37,000 |  | 35,000 |  | 37,000 |  | 37,000 |  | 37,000 |  | 35,000 |  | 35,000 |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 334,120 | \$ | 313,596 | \$ | 334,120 | \$ | 334,838 | \$ | 333,604 | \$ | 323,687 | \$ | 313,596 |
| Total earnings assets ${ }^{(2)}$ |  | 349,993 |  | 325,685 |  | 349,993 |  | 348,935 |  | 345,355 |  | 334,766 |  | 325,685 |
| Total assets ${ }^{(2)}$ |  | 397,795 |  | 376,379 |  | 397,795 |  | 397,566 |  | 394,736 |  | 386,132 |  | 376,379 |
| Total deposits |  | 301,061 |  | 297,644 |  | 301,061 |  | 304,577 |  | 298,072 |  | 296,162 |  | 297,644 |

[^23]Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

## Bank of America Corporation and Subsidiaries

Global Banking Key Indicators

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine Months Ended September 30 |  |  |  | Third Quarter 2016 |  | Second Quarter 2016 |  | First Quarter 2016 |  | Fourth Quarter 2015 |  | Third Quarter 2015 |  |
|  |  | 2016 |  | 2015 |  |  |  |  |  |  |  |  |  |  |
| Investment Banking fees ${ }^{(1)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Advisory ${ }^{(2)}$ | \$ | 913 | \$ | 999 | \$ | 295 | \$ | 313 | \$ | 305 | \$ | 355 | \$ | 365 |
| Debt issuance |  | 1,060 |  | 1,031 |  | 405 |  | 390 |  | 265 |  | 265 |  | 325 |
| Equity issuance |  | 257 |  | 351 |  | 95 |  | 96 |  | 66 |  | 109 |  | 62 |
| Total Investment Banking fees ${ }^{(3)}$ | \$ | 2,230 | \$ | 2,381 | \$ | 795 | \$ | 799 | \$ | 636 | \$ | 729 | \$ | 752 |
| Business Lending |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Corporate | \$ | 3,269 | \$ | 2,925 | \$ | 1,113 | \$ | 1,102 | \$ | 1,054 | \$ | 1,056 | \$ | 983 |
| Commercial |  | 3,129 |  | 2,891 |  | 1,069 |  | 1,051 |  | 1,009 |  | 1,077 |  | 978 |
| Business Banking |  | 280 |  | 269 |  | 91 |  | 92 |  | 97 |  | 83 |  | 91 |
| Total Business Lending revenue | \$ | 6,678 | \$ | 6,085 | \$ | 2,273 | \$ | 2,245 | \$ | 2,160 | \$ | 2,216 | \$ | 2,052 |
| Global Transaction Services |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Corporate | \$ | 2,171 | \$ | 2,063 | \$ | 741 | \$ | 715 | \$ | 715 | \$ | 730 | \$ | 705 |
| Commercial |  | 2,036 |  | 1,955 |  | 671 |  | 663 |  | 702 |  | 694 |  | 668 |
| Business Banking |  | 549 |  | 515 |  | 182 |  | 180 |  | 187 |  | 188 |  | 179 |
| Total Global Transaction Services revenue | \$ | 4,756 | \$ | 4,533 | \$ | 1,594 | \$ | 1,558 | \$ | 1,604 | \$ | 1,612 | \$ | 1,552 |
| Average deposit balances |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest-bearing | \$ | 69,319 | \$ | 65,478 | \$ | 72,442 | \$ | 69,761 | \$ | 65,719 | \$ | 66,227 | \$ | 64,960 |
| Noninterest-bearing |  | 231,413 |  | 224,849 |  | 233,756 |  | 229,044 |  | 231,415 |  | 241,579 |  | 231,361 |
| Total average deposits | \$ | 300,732 | \$ | 290,327 | \$ | 306,198 | \$ | 298,805 | \$ | 297,134 | \$ | 307,806 | \$ | 296,321 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loan spread |  | 1.64\% |  | 1.66\% |  | 1.63\% |  | 1.62\% |  | 1.67\% |  | 1.62\% |  | 1.63\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Provision for credit losses | \$ | 870 | \$ | 454 | \$ | 118 | \$ | 199 | \$ | 553 | \$ | 232 | \$ | 181 |
| Credit quality ${ }^{(4,5)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Reservable utilized criticized exposure | \$ | 15,460 | \$ | 11,243 | \$ | 15,460 | \$ | 16,544 | \$ | 16,923 | \$ | 14,397 | \$ | 11,243 |
|  |  | 4.31\% |  | 3.32\% |  | 4.31\% |  | 4.59\% |  | 4.73\% |  | 4.13\% |  | 3.32\% |
| Nonperforming loans, leases and foreclosed properties | \$ | 1,800 | \$ | 898 | \$ | 1,800 | \$ | 1,450 | \$ | 1,316 | \$ | 935 | \$ | 898 |
|  |  | 0.54\% |  | 0.29\% |  | 0.54\% |  | 0.43\% |  | 0.40\% |  | 0.29\% |  | 0.29\% |
| Average loans and leases by product |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. commercial | \$ | 188,984 | \$ | 166,252 | \$ | 190,032 | \$ | 190,273 | \$ | 186,634 | \$ | 179,224 | \$ | 171,771 |
| Commercial real estate |  | 48,913 |  | 44,395 |  | 48,714 |  | 49,120 |  | 48,908 |  | 48,521 |  | 46,904 |
| Commercial lease financing |  | 22,066 |  | 20,597 |  | 22,231 |  | 21,891 |  | 22,074 |  | 21,467 |  | 21,074 |
| Non-U.S. commercial |  | 72,505 |  | 67,663 |  | 73,384 |  | 73,105 |  | 71,015 |  | 69,472 |  | 68,947 |
| Other |  | 6 |  | 16 |  | 2 |  | 7 |  | 12 |  | 15 |  | 14 |
| Total average loans and leases | \$ | 332,474 | \$ | 298,923 | \$ | 334,363 | \$ | 334,396 | \$ | 328,643 | \$ | 318,699 | \$ | 308,710 |
| Total Corporation Investment Banking fees |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Advisory ${ }^{(2)}$ | \$ | 1,007 | \$ | 1,095 | \$ | 328 | \$ | 333 | \$ | 346 | \$ | 408 | \$ | 391 |
| Debt issuance |  | 2,466 |  | 2,416 |  | 908 |  | 889 |  | 669 |  | 617 |  | 748 |
| Equity issuance |  | 681 |  | 950 |  | 261 |  | 232 |  | 188 |  | 286 |  | 188 |
| Total investment banking fees including self-led deals |  | 4,154 |  | 4,461 |  | 1,497 |  | 1,454 |  | 1,203 |  | 1,311 |  | 1,327 |
| Self-led deals |  | (135) |  | (161) |  | (39) |  | (46) |  | (50) |  | (39) |  | (40) |
| Total Investment Banking fees | \$ | 4,019 | \$ | 4,300 | \$ | 1,458 | \$ | 1,408 | \$ | 1,153 | \$ | 1,272 | \$ | 1,287 |

[^24]
## Bank of America Corporation and Subsidiaries

Investment Banking Product Rankings

|  | Nine Months Ended September 30, 2016 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Global |  | U.S. |  |
|  | Product Ranking | Market Share | Product Ranking | Market Share |
| Net investment banking revenue | 3 | 6.2\% | 3 | 9.1\% |
| Announced mergers and acquisitions | 4 | 16.4 | 4 | 22.3 |
| Equity capital markets | 4 | 5.0 | 3 | 10.6 |
| Debt capital markets | 3 | 5.8 | 3 | 9.3 |
| High-yield corporate debt | 2 | 8.9 | 2 | 9.9 |
| Leveraged loans | 1 | 8.6 | 1 | 11.2 |
| Mortgage-backed securities | 2 | 11.5 | 3 | 12.4 |
| Asset-backed securities | 3 | 7.8 | 4 | 10.8 |
| Convertible debt | 8 | 3.9 | 5 | 6.4 |
| Common stock underwriting | 4 | 5.1 | 3 | 11.3 |
| Investment-grade corporate debt | 2 | 5.8 | 2 | 10.6 |
| Syndicated loans | 2 | 9.7 | 2 | 13.3 |

Source: Dealogic data as of October 3, 2016. Figures above include self-led transactions.

- Rankings based on deal volumes except net investment banking revenue rankings which reflect fees.
- Debt capital markets excludes loans but includes agencies.
- Mergers and acquisitions fees included in investment banking revenues reflect 10 percent fee credit at announcement and 90 percent fee credit at completion as per Dealogic.
- Mergers and acquisitions volume rankings are for announced transactions and provide credit to all investment banks advising either side of the transaction.
- Each advisor receives full credit for the deal amount unless advising a minor stakeholder.


## Highlights

| Global top 3 rankings in: |  |
| :--- | :--- |
| High-yield corporate debt | Investment-grade corporate debt |
| Leveraged loans | Syndicated loans |
| Mortgage-backed securities | Debt capital markets |
| Asset-backed securities |  |
| U.S. $\boldsymbol{\text { top } 3 \text { rankings } \boldsymbol { \text { in: } }} \mathrm{Investment-grade} \mathrm{corporate} \mathrm{debt}$ |  |
| High-yield corporate debt | Syndicated loans |
| Leveraged loans | Equity capital markets |
| Mortgage-backed securities | Debt capital markets |
| Common stock underwriting |  |

## Top 3 rankings excluding self-led deals:

Global: High-yield corporate debt, Leveraged loans, Mortgage-backed securities, Asset-backed securities, Investment-grade corporate debt, Syndicated loans, Debt capital markets
U.S.: High-yield corporate debt, Leveraged loans, Mortgage-backed securities, Asset-backed securities, Common stock underwriting, Investment-grade corporate debt, Syndicated loans, Equity capital markets, Debt capital markets

## Bank of America Corporation and Subsidiaries

Global Markets Segment Results

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine Months Ended September 30 |  |  |  | Third Quarter 2016 |  | Second Quarter 2016 |  | First Quarter 2016 |  | Fourth Quarter 2015 |  | Third Quarter 2015 |  |
|  |  | 2016 |  | 2015 |  |  |  |  |  |  |  |  |  |  |
| Net interest income (FTE basis) | \$ | 3,391 | \$ | 3,059 | \$ | 1,119 | \$ | 1,088 | \$ | 1,184 | \$ | 1,132 | \$ | 1,094 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Investment and brokerage services |  | 1,583 |  | 1,703 |  | 490 |  | 525 |  | 568 |  | 518 |  | 574 |
| Investment banking fees |  | 1,742 |  | 1,869 |  | 645 |  | 603 |  | 494 |  | 532 |  | 521 |
| Trading account profits |  | 5,401 |  | 5,312 |  | 1,934 |  | 1,872 |  | 1,595 |  | 797 |  | 1,471 |
| All other income (loss) |  | 501 |  | (47) |  | 171 |  | 220 |  | 110 |  | 138 |  | 90 |
| Total noninterest income |  | 9,227 |  | 8,837 |  | 3,240 |  | 3,220 |  | 2,767 |  | 1,985 |  | 2,656 |
| Total revenue, net of interest expense (FTE basis) ${ }^{(1)}$ |  | 12,618 |  | 11,896 |  | 4,359 |  | 4,308 |  | 3,951 |  | 3,117 |  | 3,750 |
| Provision for credit losses |  | 23 |  | 69 |  | 19 |  | (5) |  | 9 |  | 30 |  | 42 |
| Noninterest expense |  | 7,690 |  | 8,606 |  | 2,658 |  | 2,581 |  | 2,451 |  | 2,768 |  | 2,697 |
| Income before income taxes (FTE basis) |  | 4,905 |  | 3,221 |  | 1,682 |  | 1,732 |  | 1,491 |  | 319 |  | 1,011 |
| Income tax expense (FTE basis) |  | 1,746 |  | 968 |  | 608 |  | 619 |  | 519 |  | 149 |  | 211 |
| Net income | \$ | 3,159 | \$ | 2,253 | \$ | 1,074 | \$ | 1,113 | \$ | 972 | \$ | 170 | \$ | 800 |
| Return on average allocated capital ${ }^{(2)}$ |  | 11\% |  | 9\% |  | 12\% |  | 12\% |  | 11\% |  | 2\% |  | 9\% |
| Efficiency ratio (FTE basis) |  | 60.94 |  | 72.34 |  | 60.94 |  | 59.95 |  | 62.02 |  | 88.76 |  | 71.93 |
| Balance Sheet |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total trading-related assets ${ }^{(3)}$ | \$ | 411,469 | \$ | 439,003 | \$ | 415,417 | \$ | 411,285 | \$ | 407,661 | \$ | 415,856 | \$ | 431,172 |
| Total loans and leases |  | 69,315 |  | 61,625 |  | 69,043 |  | 69,620 |  | 69,283 |  | 68,835 |  | 66,349 |
| Total earning assets ${ }^{(3)}$ |  | 421,221 |  | 434,004 |  | 422,636 |  | 422,815 |  | 418,198 |  | 419,977 |  | 436,809 |
| Total assets |  | 582,006 |  | 596,568 |  | 584,069 |  | 580,701 |  | 581,226 |  | 586,606 |  | 594,142 |
| Total deposits |  | 34,409 |  | 38,376 |  | 32,840 |  | 34,518 |  | 35,886 |  | 37,175 |  | 36,818 |
| Allocated capital ${ }^{(2)}$ |  | 37,000 |  | 35,000 |  | 37,000 |  | 37,000 |  | 37,000 |  | 35,000 |  | 35,000 |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total trading-related assets ${ }^{(3)}$ | \$ | 417,517 | \$ | 407,086 | \$ | 417,517 | \$ | 405,037 | \$ | 408,223 | \$ | 373,926 | \$ | 407,086 |
| Total loans and leases |  | 72,144 |  | 70,159 |  | 72,144 |  | 70,766 |  | 73,446 |  | 73,208 |  | 70,159 |
| Total earning assets ${ }^{(3)}$ |  | 435,112 |  | 418,519 |  | 435,112 |  | 416,325 |  | 422,268 |  | 384,046 |  | 418,519 |
| Total assets |  | 595,165 |  | 576,461 |  | 595,165 |  | 577,428 |  | 581,150 |  | 548,790 |  | 576,461 |
| Total deposits |  | 31,692 |  | 35,943 |  | 31,692 |  | 33,506 |  | 34,403 |  | 37,038 |  | 35,943 |
| Trading-related assets (average) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Trading account securities | \$ | 183,928 | \$ | 195,775 | \$ | 185,785 | \$ | 178,047 | \$ | 187,931 | \$ | 195,275 | \$ | 196,685 |
| Reverse repurchases |  | 89,218 |  | 109,219 |  | 89,435 |  | 92,805 |  | 85,411 |  | 86,553 |  | 103,312 |
| Securities borrowed |  | 86,159 |  | 78,520 |  | 87,872 |  | 89,779 |  | 80,807 |  | 82,385 |  | 75,786 |
| Derivative assets |  | 52,164 |  | 55,489 |  | 52,325 |  | 50,654 |  | 53,512 |  | 51,643 |  | 55,389 |
| Total trading-related assets ${ }^{(3)}$ | \$ | 411,469 | \$ | 439,003 | \$ | 415,417 | \$ | 411,285 | \$ | 407,661 | \$ | 415,856 | \$ | 431,172 |

[^25]Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

## Bank of America Corporation and Subsidiaries

## Global Markets Key Indicators

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine Months Ended September 30 |  |  |  | Third Quarter 2016 |  | Second Quarter 2016 |  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2016 \end{gathered}$ |  | Fourth Quarter 2015 |  | Third Quarter 2015 |  |
|  | 2016 |  | 2015 |  |  |  |  |  |  |  |  |  |  |  |
| Sales and trading revenue ${ }^{(1)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Fixed income, currency and commodities | \$ | 7,507 | \$ | 6,307 | \$ | 2,646 | \$ | 2,456 | \$ | 2,405 | \$ | 1,561 | \$ | 2,010 |
| Equities |  | 3,072 |  | 3,462 |  | 954 |  | 1,081 |  | 1,037 |  | 874 |  | 1,148 |
| Total sales and trading revenue | \$ | 10,579 | \$ | 9,769 | \$ | 3,600 | \$ | 3,537 | \$ | 3,442 | \$ | 2,435 | \$ | 3,158 |
| Sales and trading revenue, excluding net debit valuation adjustment ${ }^{(2)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Fixed income, currency and commodities | \$ | 7,647 | \$ | 6,881 | \$ | 2,767 | \$ | 2,615 | \$ | 2,265 | \$ | 1,751 | \$ | 1,992 |
| Equities |  | 3,069 |  | 3,476 |  | 960 |  | 1,086 |  | 1,023 |  | 882 |  | 1,154 |
| Total sales and trading revenue, excluding net debit valuation adjustment | \$ | 10,716 | \$ | 10,357 | \$ | 3,727 | \$ | 3,701 | \$ | 3,288 | \$ | 2,633 | \$ | 3,146 |
| Sales and trading revenue breakdown |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 3,094 | \$ | 2,786 | \$ | 1,024 | \$ | 991 | \$ | 1,079 | \$ | 1,030 | \$ | 1,003 |
| Commissions |  | 1,561 |  | 1,686 |  | 485 |  | 517 |  | 559 |  | 510 |  | 568 |
| Trading |  | 5,400 |  | 5,310 |  | 1,934 |  | 1,871 |  | 1,595 |  | 796 |  | 1,470 |
| Other |  | 524 |  | (13) |  | 157 |  | 158 |  | 209 |  | 99 |  | 117 |
| Total sales and trading revenue | \$ | 10,579 | \$ | 9,769 | \$ | 3,600 | \$ | 3,537 | \$ | 3,442 | \$ | 2,435 | \$ | 3,158 |

 the third, second and first quarters of 2016, and $\$ 127$ million and $\$ 86$ million for the fourth and third quarters of 2015, respectively.


 operating performance.

Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

## Bank of America Corporation and Subsidiaries

## All Other Results ${ }^{(1)}$

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine Months Ended September 30 |  |  |  | Third Quarter 2016 |  | Second Quarter 2016 |  | FirstQuarter2016 |  | Fourth Quarter 2015 |  | $\begin{aligned} & \text { Third } \\ & \text { Quarter } \\ & 2015 \end{aligned}$ |  |
|  | 2016 |  | 2015 |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income (FTE basis) | \$ | 505 | \$ | 809 | \$ | 156 | \$ | 219 | \$ | 130 | \$ | (352) | \$ | 265 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Card income |  | 145 |  | 201 |  | 46 |  | 55 |  | 44 |  | 59 |  | 68 |
| Mortgage banking income |  | 577 |  | 978 |  | 291 |  | 44 |  | 242 |  | 44 |  | 115 |
| Gains on sales of debt securities |  | 490 |  | 875 |  | 51 |  | 249 |  | 190 |  | 251 |  | 436 |
| All other loss |  | (747) |  | (841) |  | (135) |  | (280) |  | (332) |  | (363) |  | (185) |
| Total noninterest income |  | 465 |  | 1,213 |  | 253 |  | 68 |  | 144 |  | (9) |  | 434 |
| Total revenue, net of interest expense (FTE basis) |  | 970 |  | 2,022 |  | 409 |  | 287 |  | 274 |  | (361) |  | 699 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Provision for credit losses |  | (71) |  | 130 |  | 8 |  | 42 |  | (121) |  | (151) |  | 62 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Noninterest expense |  | 4,505 |  | 4,197 |  | 1,044 |  | 1,084 |  | 2,377 |  | 1,023 |  | 900 |
| Loss before income taxes (FTE basis) |  | $(3,464)$ |  | $(2,305)$ |  | (643) |  | (839) |  | $(1,982)$ |  | $(1,233)$ |  | (263) |
| Income tax benefit (FTE basis) |  | $(1,982)$ |  | $(1,823)$ |  | (461) |  | (633) |  | (888) |  | (572) |  | (415) |
| Net income (loss) | \$ | $(1,482)$ | \$ | (482) | \$ | (182) | \$ | (206) | \$ | $(1,094)$ | \$ | (661) | \$ | 152 |
|  | $\underline{\text { Balance Sheet }}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 111,611 | \$ | 150,708 | \$ | 105,298 | \$ | 111,552 | \$ | 118,051 | \$ | 126,102 | \$ | 134,948 |
| Total assets ${ }^{(2)}$ |  | 253,981 |  | 302,777 |  | 246,541 |  | 256,795 |  | 258,688 |  | 295,712 |  | 306,946 |
| Total deposits |  | 28,028 |  | 25,263 |  | 28,628 |  | 28,690 |  | 26,757 |  | 26,019 |  | 26,125 |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 102,639 | \$ | 127,521 | \$ | 102,639 | \$ | 107,794 | \$ | 113,782 | \$ | 122,198 | \$ | 127,521 |
| Total assets ${ }^{(3)}$ |  | 225,312 |  | 295,727 |  | 225,312 |  | 256,656 |  | 247,342 |  | 267,667 |  | 295,727 |
| Total deposits |  | 29,150 |  | 24,624 |  | 29,150 |  | 27,575 |  | 26,421 |  | 25,334 |  | 24,624 |

All Other consists of ALM activities, equity investments, the international consumer card business, non-core mortgage loans and servicing activities, liquidating businesses, residual expense allocations and other. ALM activities encompass certain residential mortgages, debt securities, interest rate and foreign currency risk management activities, the impact of certain allocation methodologies and accounting hedge ineffectiveness. The results of certain ALM activities are allocated to our business segments. Equity investments include our merchant services joint venture as well as Global Principal Investments which is comprised of a portfolio of equity, real estate and other alternative investments.
${ }^{(2)}$ Includes elimination of segments' excess asset allocations to match liabilities (i.e., deposits) and allocated shareholders' equity of $\$ 497.8$ billion and $\$ 459.8$ billion for the nine months ended September 30, 2016 and 2015; $\$ 500.4$ billion, $\$ 499.5$ billion, $\$ 493.5$ billion, $\$ 474.1$ billion and $\$ 458.5$ billion for the third, second and first quarters of 2016, and the fourth and third quarters of 2015 , respectively.
${ }^{(3)}$ Includes elimination of segments' excess asset allocations to match liabilities (i.e., deposits) and allocated shareholders' equity of $\$ 508.5$ billion, $\$ 492.3$ billion, $\$ 510.0$ billion, $\$ 489.0$ billion and $\$ 461.9$ billion at September 30, 2016, June 30, 2016, March 31, 2016, December 31, 2015 and September 30, 2015, respectively.

Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

## Bank of America Corporation and Subsidiaries

## Outstanding Loans and Leases


 option loans.

 $\$ 581$ million and other consumer loans of \$1.1 billion, $\$ 1.1$ billion and $\$ 834$ million at September 30, 2016, June 30, 2016 and September 30, 2015 , respectively.
 million and $\$ 189$ million at September 30, 2016, June 30, 2016 and September 30, 2015, respectively.



${ }^{(5)}$ Includes U.S. small business commercial loans, including card-related products, of $\$ 13.1$ billion at September 30, 2016, June 30, 2016 and September $30,2015$.
 2016, June 30, 2016 and September 30, 2015, respectively.

 income and other general operating expense on the Consolidated Statement of Income.

## Bank of America Corporation and Subsidiaries

Quarterly Average Loans and Leases by Business Segment and All Other

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Third Quarter 2016 |  |  |  |  |  |  |  |  |  |  |  |
|  | Total <br> Corporation |  | Consumer Banking |  | GWIM |  | Global <br> Banking |  | Global <br> Markets |  | $\begin{aligned} & \text { All } \\ & \text { Other } \end{aligned}$ |  |
| Consumer |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgage | \$ | 188,234 | \$ | 49,919 | \$ | 61,032 | \$ | - | \$ | - | \$ | 77,283 |
| Home equity |  | 70,603 |  | 46,603 |  | 5,090 |  | - |  | 342 |  | 18,568 |
| U.S. credit card |  | 88,210 |  | 85,170 |  | 3,039 |  | - |  | - |  | 1 |
| Non-U.S. credit card |  | 9,256 |  | - |  | - |  | - |  | - |  | 9,256 |
| Direct/Indirect consumer |  | 92,870 |  | 48,099 |  | 44,242 |  | 1 |  | - |  | 528 |
| Other consumer |  | 2,358 |  | 1,850 |  | 4 |  | 1 |  | - |  | 503 |
| Total consumer |  | 451,531 |  | 231,641 |  | 113,407 |  | 2 |  | 342 |  | 106,139 |
| Commercial |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. commercial |  | 276,833 |  | 17,019 |  | 27,045 |  | 190,032 |  | 42,367 |  | 370 |
| Commercial real estate |  | 57,606 |  | 23 |  | 2,727 |  | 48,714 |  | 6,063 |  | 79 |
| Commercial lease financing |  | 21,194 |  | - |  | 3 |  | 22,231 |  | 248 |  | $(1,288)$ |
| Non-U.S. commercial |  | 93,430 |  | - |  | 25 |  | 73,384 |  | 20,023 |  | (2) |
| Total commercial |  | 449,063 |  | 17,042 |  | 29,800 |  | 334,361 |  | 68,701 |  | (841) |
| Total loans and leases | \$ | 900,594 | \$ | 248,683 | \$ | 143,207 | \$ | 334,363 | \$ | 69,043 | \$ | 105,298 |
|  | Second Quarter 2016 |  |  |  |  |  |  |  |  |  |  |  |
|  |  | Total poration |  | nsumer <br> nking |  | WIM |  | obal <br> king |  |  |  | All <br> Other |
| Consumer |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgage | \$ | 186,752 | \$ | 45,888 | \$ | 59,216 | \$ | 2 | \$ | - | \$ | 81,646 |
| Home equity |  | 73,141 |  | 47,795 |  | 5,276 |  | 1 |  | 347 |  | 19,722 |
| U.S. credit card |  | 86,705 |  | 83,692 |  | 3,012 |  | - |  | - |  | 1 |
| Non-U.S. credit card |  | 9,988 |  | - |  | - |  | - |  | - |  | 9,988 |
| Direct/Indirect consumer |  | 91,643 |  | 46,853 |  | 44,243 |  | 3 |  | - |  | 544 |
| Other consumer |  | 2,220 |  | 1,681 |  | 8 |  | 1 |  | - |  | 530 |
| Total consumer |  | 450,449 |  | 225,909 |  | 111,755 |  | 7 |  | 347 |  | 112,431 |
| Commercial |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. commercial |  | 276,640 |  | 16,989 |  | 26,878 |  | 190,273 |  | 42,180 |  | 320 |
| Commercial real estate |  | 57,772 |  | 22 |  | 2,506 |  | 49,120 |  | 6,026 |  | 98 |
| Commercial lease financing |  | 20,874 |  | - |  | 3 |  | 21,891 |  | 288 |  | $(1,308)$ |
| Non-U.S. commercial |  | 93,935 |  | 1 |  | 39 |  | 73,105 |  | 20,779 |  | 11 |
| Total commercial |  | 449,221 |  | 17,012 |  | 29,426 |  | 334,389 |  | 69,273 |  | (879) |
| Total loans and leases | \$ | $\xrightarrow{899,670}$ | \$ | 242,921 | \$ | 141,181 | \$ | 334,396 | \$ | 69,620 | \$ | $\underline{111,552}$ |
|  | Third Quarter 2015 |  |  |  |  |  |  |  |  |  |  |  |
|  |  | Total poration |  | sumer nking |  | WIM |  | obal king |  |  |  | All <br> Other |
| Consumer |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgage | \$ | 193,791 | \$ | 37,851 | \$ | 55,279 | \$ | 5 | \$ | - | \$ | 100,656 |
| Home equity |  | 79,715 |  | 50,068 |  | 5,838 |  | 4 |  | 209 |  | 23,596 |
| U.S. credit card |  | 88,201 |  | 85,163 |  | 3,038 |  | - |  | - |  | - |
| Non-U.S. credit card |  | 10,244 |  | - |  | - |  | - |  | - |  | 10,244 |
| Direct/Indirect consumer |  | 85,975 |  | 41,860 |  | 43,469 |  | 4 |  | (13) |  | 655 |
| Other consumer |  | 1,980 |  | 1,367 |  | 5 |  | 1 |  | (1) |  | 608 |
| Total consumer |  | 459,906 |  | 216,309 |  | 107,629 |  | 14 |  | 195 |  | 135,759 |
| Commercial |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. commercial |  | 251,908 |  | 16,772 |  | 24,343 |  | 171,771 |  | 38,649 |  | 373 |
| Commercial real estate |  | 53,605 |  | 22 |  | 2,110 |  | 46,904 |  | 4,427 |  | 142 |
| Commercial lease financing |  | 20,013 |  | - |  | 4 |  | 21,074 |  | 311 |  | $(1,376)$ |
| Non-U.S. commercial |  | 91,997 |  | - |  | 233 |  | 68,947 |  | 22,767 |  | 50 |
| Total commercial |  | 417,523 |  | 16,794 |  | 26,690 |  | 308,696 |  | 66,154 |  | (811) |
| Total loans and leases | \$ | 877,429 | \$ | 233,103 | \$ | 134,319 | \$ | 308,710 | \$ | 66,349 | \$ | $\underline{134,948}$ |

[^26]
## Bank of America Corporation and Subsidiaries

Commercial Credit Exposure by Industry ${ }^{(1,2,3,4)}$
(Dollars in millions)

|  | Commercial Utilized |  |  |  |  |  | Total Commercial Committed |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { September } 30 \\ 2016 \end{gathered}$ |  | $\begin{gathered} \hline \text { June } 30 \\ 2016 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2015 \end{gathered}$ |  | $\begin{gathered} \hline \text { September } 30 \\ 2016 \end{gathered}$ |  | $\begin{gathered} \hline \text { June } 30 \\ 2016 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2015 \end{gathered}$ |  |
| Diversified financials | \$ | 76,639 | \$ | 78,799 | \$ | 75,761 | \$ | 122,795 | \$ | 122,504 | \$ | 119,248 |
| Real estate ${ }^{(5)}$ |  | 61,522 |  | 61,539 |  | 60,927 |  | 84,057 |  | 84,543 |  | 82,983 |
| Healthcare equipment and services |  | 37,553 |  | 37,483 |  | 33,478 |  | 65,780 |  | 67,494 |  | 56,728 |
| Retailing |  | 40,633 |  | 39,934 |  | 38,080 |  | 63,782 |  | 63,589 |  | 63,931 |
| Capital goods |  | 34,364 |  | 34,866 |  | 31,985 |  | 63,478 |  | 63,171 |  | 58,400 |
| Government and public education |  | 45,244 |  | 45,956 |  | 43,969 |  | 54,600 |  | 55,019 |  | 51,425 |
| Banking |  | 39,533 |  | 44,002 |  | 44,302 |  | 46,644 |  | 50,437 |  | 51,638 |
| Materials |  | 23,135 |  | 23,373 |  | 23,753 |  | 44,508 |  | 44,607 |  | 45,943 |
| Consumer services |  | 26,778 |  | 25,656 |  | 23,091 |  | 41,982 |  | 40,132 |  | 36,215 |
| Food, beverage and tobacco |  | 19,771 |  | 20,594 |  | 17,867 |  | 39,181 |  | 41,495 |  | 35,221 |
| Energy |  | 19,741 |  | 21,220 |  | 21,779 |  | 38,746 |  | 40,467 |  | 46,089 |
| Commercial services and supplies |  | 23,830 |  | 21,335 |  | 18,550 |  | 38,202 |  | 33,818 |  | 32,056 |
| Utilities |  | 12,408 |  | 12,868 |  | 11,071 |  | 28,154 |  | 28,426 |  | 26,751 |
| Transportation |  | 20,428 |  | 20,117 |  | 18,997 |  | 27,760 |  | 27,392 |  | 27,491 |
| Media |  | 13,171 |  | 13,137 |  | 12,667 |  | 25,587 |  | 25,101 |  | 23,993 |
| Pharmaceuticals and biotechnology |  | 6,037 |  | 6,389 |  | 5,448 |  | 25,162 |  | 16,202 |  | 16,715 |
| Individuals and trusts |  | 16,775 |  | 16,397 |  | 17,467 |  | 22,341 |  | 21,638 |  | 22,538 |
| Technology hardware and equipment |  | 8,564 |  | 7,492 |  | 6,957 |  | 19,965 |  | 19,185 |  | 14,798 |
| Software and services |  | 8,193 |  | 7,990 |  | 7,566 |  | 18,344 |  | 18,380 |  | 18,287 |
| Automobiles and components |  | 5,252 |  | 5,414 |  | 4,108 |  | 12,897 |  | 12,447 |  | 10,492 |
| Insurance, including monolines |  | 6,041 |  | 5,395 |  | 4,587 |  | 12,250 |  | 10,670 |  | 10,611 |
| Telecommunication services |  | 5,952 |  | 5,352 |  | 4,373 |  | 11,372 |  | 12,092 |  | 9,953 |
| Consumer durables and apparel |  | 5,804 |  | 5,635 |  | 5,907 |  | 10,965 |  | 10,390 |  | 10,657 |
| Food and staples retailing |  | 4,899 |  | 4,827 |  | 3,917 |  | 8,848 |  | 8,890 |  | 7,410 |
| Religious and social organizations |  | 4,662 |  | 4,619 |  | 4,718 |  | 6,429 |  | 6,373 |  | 6,269 |
| Other |  | 5,886 |  | 7,307 |  | 7,631 |  | 13,093 |  | 14,196 |  | 16,286 |
| Total commercial credit exposure by industry | \$ | 572,815 | \$ | 577,696 | \$ | 548,956 | \$ | 946,922 | \$ | 938,658 | \$ | 902,128 |
| Net credit default protection purchased on total commitments ${ }^{(6)}$ |  |  |  |  |  |  | \$ | $(4,586)$ | \$ | $(5,396)$ | \$ | $(6,494)$ |

[^27]|  | $\begin{gathered} \text { September } 30 \\ 2016 \end{gathered}$ | $\begin{gathered} \text { June } 30 \\ 2016 \end{gathered}$ |
| :---: | :---: | :---: |
| Less than or equal to one year | 53\% | 52\% |
| Greater than one year and less than or equal to five years | 44 | 45 |
| Greater than five years | 3 | 3 |
| Total net credit default protection | 100\% | 100\% |

To mitigate the cost of purchasing credit protection, credit exposure can be added by selling credit protection. The distribution of maturities for net credit default protection purchased is shown in this table.

## Net Credit Default Protection by Credit Exposure Debt Rating ${ }^{(1)}$

(Dollars in millions)

| Ratings ${ }^{(2,3)}$ | September 30, 2016 |  |  | June 30, 2016 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Net Notional ${ }^{(4)}$ |  | Percent of Total | Net Notional ${ }^{(4)}$ |  | Percent of Total |
| A | \$ | (393) | 8.6\% | \$ | (713) | 13.2\% |
| BBB |  | $(2,401)$ | 52.4 |  | $(2,656)$ | 49.2 |
| BB |  | $(1,105)$ | 24.1 |  | $(1,190)$ | 22.1 |
| B |  | (632) | 13.8 |  | (794) | 14.7 |
| CCC and below |  | (24) | 0.5 |  | (14) | 0.3 |
| NR ${ }^{(5)}$ |  | (31) | 0.6 |  | (29) | 0.5 |
| Total net credit default protection | \$ | $(4,586)$ | 100.0\% | \$ | $(5,396)$ | 100.0\% |

${ }^{(1)}$ To mitigate the cost of purchasing credit protection, credit exposure can be added by selling credit protection. The distribution of debt rating for net notional credit default protection purchased is shown as a negative and the net notional credit protection sold is shown as a positive amount.
${ }^{(2)}$ Ratings are refreshed on a quarterly basis.
${ }^{(3)}$ Ratings of BBB- or higher are considered to meet the definition of investment grade.
${ }^{(4)}$ Represents net credit default protection purchased.
${ }^{(5)} \mathrm{NR}$ is comprised of index positions held and any names that have not been rated.

[^28]
## Bank of America Corporation and Subsidiaries

## Top 20 Non-U.S. Countries Exposure

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Funded Loans and Loan Equivalents ${ }^{(1)}$ |  | Unfunded <br> Loan <br> Commitments |  | Net <br> Counterparty Exposure ${ }^{(2)}$ |  | Securities/ Other Investments ${ }^{(3)}$ |  | Country Exposure at September 30 2016 |  | Hedges and Credit Default Protection ${ }^{(4)}$ |  | Net Country Exposure at September 30 $2016{ }^{(5)}$ |  | Increase <br> (Decrease) <br> from <br> June 30 <br> 2016 |  |
| United Kingdom | \$ | 31,206 | \$ | 12,695 | \$ | 8,589 | \$ | 4,076 | \$ | 56,566 | \$ | $(4,153)$ | \$ | 52,413 | \$ | $(3,897)$ |
| Germany |  | 11,254 |  | 17,622 |  | 1,585 |  | 2,841 |  | 33,302 |  | $(4,316)$ |  | 28,986 |  | 7,667 |
| Canada |  | 6,851 |  | 7,297 |  | 2,000 |  | 3,857 |  | 20,005 |  | $(1,560)$ |  | 18,445 |  | $(1,924)$ |
| Japan |  | 14,042 |  | 629 |  | 1,260 |  | 1,879 |  | 17,810 |  | $(1,833)$ |  | 15,977 |  | 1,200 |
| Brazil |  | 9,378 |  | 293 |  | 765 |  | 4,196 |  | 14,632 |  | (297) |  | 14,335 |  | (899) |
| France |  | 3,317 |  | 4,813 |  | 2,553 |  | 6,165 |  | 16,848 |  | $(3,921)$ |  | 12,927 |  | $(1,092)$ |
| China |  | 8,428 |  | 733 |  | 1,106 |  | 1,661 |  | 11,928 |  | (389) |  | 11,539 |  | (190) |
| India |  | 6,033 |  | 319 |  | 415 |  | 2,390 |  | 9,157 |  | (218) |  | 8,939 |  | $(1,261)$ |
| Australia |  | 3,962 |  | 2,648 |  | 362 |  | 1,809 |  | 8,781 |  | (353) |  | 8,428 |  | (700) |
| Hong Kong |  | 6,231 |  | 221 |  | 822 |  | 555 |  | 7,829 |  | (32) |  | 7,797 |  | 244 |
| Netherlands |  | 3,066 |  | 2,719 |  | 567 |  | 2,707 |  | 9,059 |  | $(1,389)$ |  | 7,670 |  | (363) |
| Switzerland |  | 4,226 |  | 2,823 |  | 368 |  | 583 |  | 8,000 |  | $(1,301)$ |  | 6,699 |  | 347 |
| South Korea |  | 4,200 |  | 682 |  | 781 |  | 1,451 |  | 7,114 |  | (526) |  | 6,588 |  | (477) |
| Italy |  | 2,896 |  | 893 |  | 748 |  | 1,430 |  | 5,967 |  | (905) |  | 5,062 |  | 238 |
| Mexico |  | 3,432 |  | 995 |  | 249 |  | 492 |  | 5,168 |  | (228) |  | 4,940 |  | (527) |
| Singapore |  | 2,472 |  | 144 |  | 727 |  | 1,657 |  | 5,000 |  | (63) |  | 4,937 |  | (354) |
| United Arab Emirates |  | 2,254 |  | 159 |  | 720 |  | 25 |  | 3,158 |  | (116) |  | 3,042 |  | (451) |
| Turkey |  | 2,899 |  | 48 |  | 65 |  | 14 |  | 3,026 |  | (48) |  | 2,978 |  | (317) |
| Belgium |  | 846 |  | 1,774 |  | 166 |  | 242 |  | 3,028 |  | (416) |  | 2,612 |  | 14 |
| Spain |  | 1,802 |  | 664 |  | 243 |  | 843 |  | 3,552 |  | $(1,004)$ |  | 2,548 |  | (54) |
| $\begin{aligned} & \text { Total top } 20 \text { non-U. } \\ & \text { exposure } \\ & \hline \end{aligned}$ | \$ | 128,795 | \$ | 58,171 | \$ | 24,091 | \$ | 38,873 | \$ | 249,930 | \$ | $(23,068)$ | \$ | 226,862 | \$ | $(2,796)$ |

${ }^{(1)}$ Includes loans, leases, and other extensions of credit and funds, including letters of credit and due from placements, which have not been reduced by collateral, hedges or credit default protection. Funded loans and loan equivalents are reported net of charge-offs but prior to any allowance for loan and lease losses.
${ }^{(2)}$ Net counterparty exposure includes the fair value of derivatives, including the counterparty risk associated with credit default swaps, and secured financing transactions. Derivative exposures are presented net of $\$ 35.1$ billion in collateral, which is predominantly cash, pledged under legally enforceable master netting agreements. Secured financing transaction exposures are presented net of eligible cash or securities pledged as collateral. The notional amount of reverse repurchase transactions was $\$ 84.4$ billion. Counterparty exposure is not presented net of hedges or credit default protection.
${ }^{(3)}$ Long securities exposures are netted on a single-name basis to, but not below, zero by short exposures and net credit default swaps purchased, consisting of single-name and net indexed and tranched credit default swaps.
${ }^{(4)}$ Represents credit default protection purchased, net of credit default protection sold, which is used to mitigate the Corporation's risk to country exposures as listed, consisting of net single-name and net indexed and tranched credit default swaps. Amounts are calculated based on the credit default swaps notional amount assuming a zero recovery rate less any fair value receivable or payable.
${ }^{(5)}$ Represents country exposure less hedges and credit default protection purchased, net of credit default protection sold.

[^29]
## Bank of America Corporation and Subsidiaries

## Nonperforming Loans, Leases and Foreclosed Properties

| (Dollars in millions) |  |  |  |
| :--- | :--- | ---: | :--- | ---: | :--- |

${ }^{(1)}$ Foreclosed property balances do not include properties insured by certain government-guaranteed loans, principally FHA-insured loans, that entered foreclosure of $\$ 1.3$ billion, $\$ 1.3$ billion, $\$ 1.4$ billion, $\$ 1.4$ billion and $\$ 1.3$ billion at September 30, 2016, June 30, 2016, March 31, 2016, December 31, 2015 and September 30, 2015, respectively.
${ }^{(2)}$ Balances do not include past due consumer credit card, consumer loans secured by real estate where repayments are insured by the Federal Housing Administration and individually insured long-term stand-by agreements (fully-insured home loans), and in general, other consumer and commercial loans not secured by real estate.
${ }^{(3)}$ Balances do not include purchased credit-impaired loans even though the customer may be contractually past due. Purchased credit-impaired loans were recorded at fair value upon acquisition and accrete interest income over the remaining life of the loan.

| ${ }^{(4)}$ Balances do not include the following: | $\begin{gathered} \text { September } 30 \\ 2016 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2016 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { March } 31 \\ 2016 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2015 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2015 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Nonperforming loans held-for-sale | \$ | 323 | \$ | 223 | \$ | 265 | \$ | 227 | \$ | 274 |
| Nonperforming loans accounted for under the fair value option |  | 293 |  | 302 |  | 312 |  | 306 |  | 321 |
| Nonaccruing troubled debt restructured loans removed from the purchased credit-impaired portfolio prior to January 1, 2010 |  | 27 |  | 38 |  | 36 |  | 38 |  | 49 |

${ }^{(5)}$ Balances do not include loans held-for-sale past due 30 days or more and still accruing of $\$ 18$ million, $\$ 13$ million, $\$ 3$ million, $\$ 24$ million and $\$ 73$ million at September 30, 2016, June 30 , 2016, March 31, 2016, December 31, 2015 and September 30, 2015, respectively. At September 30, 2016, June 30, 2016, March 31, 2016, December 31, 2015 and September 30, 2015 , there were $\$ 115$ million, $\$ 117$ million, $\$ 120$ million, $\$ 127$ million and $\$ 142$ million, respectively, of loans accounted for under the fair value option past due 30 days or more and still accruing interest.
${ }^{(6)}$ These balances are excluded from total nonperforming loans, leases and foreclosed properties.
${ }^{(7)}$ Total assets and total loans and leases do not include loans accounted for under the fair value option of $\$ 8.1$ billion, $\$ 8.7$ billion, $\$ 8.2$ billion, $\$ 6.9$ billion and $\$ 7.2$ billion at September 30 , 2016, June 30, 2016, March 31, 2016, December 31, 2015 and September 30, 2015, respectively.
${ }^{(8)}$ Criticized exposure corresponds to the Special Mention, Substandard and Doubtful asset categories defined by regulatory authorities. The reservable criticized exposure excludes loans held-for-sale, exposure accounted for under the fair value option and other nonreservable exposure.

Certain prior period amounts have been reclassified to conform to current period presentation.

## Bank of America Corporation and Subsidiaries

Nonperforming Loans, Leases and Foreclosed Properties Activity ${ }^{(1)}$

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Third Quarter 2016 |  | Second Quarter 2016 |  | FirstQuarter2016 |  | Fourth Quarter 2015 |  | Third Quarter 2015 |  |
| Nonperforming Consumer Loans and Leases: |  |  |  |  |  |  |  |  |  |  |
| Balance, beginning of period | \$ | 6,705 | \$ | 7,247 | \$ | 8,165 | \$ | 8,697 | \$ | 9,575 |
| Additions to nonperforming loans and leases: |  |  |  |  |  |  |  |  |  |  |
| New nonperforming loans and leases |  | 831 |  | 799 |  | 951 |  | 1,027 |  | 1,029 |
| Reductions to nonperforming loans and leases: |  |  |  |  |  |  |  |  |  |  |
| Paydowns and payoffs |  | (220) |  | (252) |  | (133) |  | (214) |  | (262) |
| Sales |  | (237) |  | (271) |  | (823) |  | (314) |  | (447) |
| Returns to performing status ${ }^{(2)}$ |  | (383) |  | (396) |  | (441) |  | (490) |  | (722) |
| Charge-offs ${ }^{(3)}$ |  | (279) |  | (334) |  | (395) |  | (450) |  | (375) |
| Transfers to foreclosed properties |  | (67) |  | (88) |  | (77) |  | (91) |  | (101) |
| Total net reductions to nonperforming loans and leases |  | (355) |  | (542) |  | (918) |  | (532) |  | (878) |
| Total nonperforming consumer loans and leases, end of period |  | 6,350 |  | 6,705 |  | 7,247 |  | 8,165 |  | 8,697 |
| Foreclosed properties |  | 372 |  | 416 |  | 421 |  | 444 |  | 479 |
| Nonperforming consumer loans, leases and foreclosed properties, end of period | \$ | 6,722 | \$ | 7,121 | \$ | 7,668 | \$ | 8,609 | \$ | 9,176 |

Nonperforming Commercial Loans and Leases ${ }^{(4)}$ :

| Balance, beginning of period | \$ | 1,659 | \$ | 1,603 | \$ | 1,212 | \$ | 1,102 | \$ | 1,172 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Additions to nonperforming loans and leases: |  |  |  |  |  |  |  |  |  |  |
| New nonperforming loans and leases |  | 890 |  | 489 |  | 697 |  | 456 |  | 205 |
| Advances |  | 2 |  | 2 |  | 9 |  | 8 |  | 11 |
| Reductions to nonperforming loans and leases: |  |  |  |  |  |  |  |  |  |  |
| Paydowns |  | (267) |  | (211) |  | (120) |  | (133) |  | (145) |
| Sales |  | (73) |  | (87) |  | (6) |  | (27) |  | - |
| Return to performing status ${ }^{(5)}$ |  | (101) |  | (29) |  | (47) |  | (32) |  | (47) |
| Charge-offs |  | (102) |  | (106) |  | (142) |  | (162) |  | (93) |
| Transfers to foreclosed properties |  | - |  | (2) |  | - |  | - |  | (1) |
| Transfers to loans held-for-sale |  | (9) |  | - |  | - |  | - |  | - |
| Total net additions (reductions) to nonperforming loans and leases |  | 340 |  | 56 |  | 391 |  | 110 |  | (70) |
| Total nonperforming commercial loans and leases, end of period |  | 1,999 |  | 1,659 |  | 1,603 |  | 1,212 |  | 1,102 |
| Foreclosed properties |  | 16 |  | 19 |  | 10 |  | 15 |  | 58 |
| Nonperforming commercial loans, leases and foreclosed properties, end of period | \$ | 2,015 | \$ | 1,678 | \$ | 1,613 | \$ | 1,227 | \$ | 1,160 |

[^30]| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Third Quarter 2016 |  |  | Second Quarter 2016 |  |  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2016 \\ \hline \end{gathered}$ |  |  | Fourth Quarter 2015 |  |  | Third Quarter 2015 |  |  |
| Net Charge-offs | Amount |  | Percent | Amount |  | Percent | Amount |  | Percent | Amount |  | Percent | Amount |  | Percent |
| Residential mortgage ${ }^{(3)}$ | \$ | 4 | 0.01\% | \$ | 34 | 0.07\% | \$ | 91 | 0.20\% | \$ | 73 | 0.15\% | \$ | 26 | 0.05\% |
| Home equity |  | 97 | 0.55 |  | 126 | 0.70 |  | 112 | 0.60 |  | 193 | 0.99 |  | 120 | 0.60 |
| U.S. credit card |  | 543 | 2.45 |  | 573 | 2.66 |  | 587 | 2.71 |  | 563 | 2.52 |  | 546 | 2.46 |
| Non-U.S. credit card |  | 43 | 1.83 |  | 46 | 1.85 |  | 45 | 1.85 |  | 46 | 1.78 |  | 47 | 1.83 |
| Direct/Indirect consumer |  | 34 | 0.14 |  | 23 | 0.10 |  | 34 | 0.15 |  | 29 | 0.13 |  | 25 | 0.12 |
| Other consumer |  | 57 | 9.74 |  | 47 | 8.40 |  | 48 | 9.07 |  | 54 | 10.63 |  | 57 | 11.21 |
| Total consumer |  | 778 | 0.69 |  | 849 | 0.76 |  | 917 | 0.82 |  | 958 | 0.84 |  | 821 | 0.71 |
| U.S. commercial ${ }^{(4)}$ |  | 62 | 0.10 |  | 28 | 0.04 |  | 65 | 0.10 |  | 81 | 0.13 |  | 52 | 0.09 |
| Commercial real estate |  | (23) | (0.16) |  | (2) | (0.01) |  | (6) | (0.04) |  | 4 | 0.03 |  | (10) | (0.08) |
| Commercial lease financing |  | 6 | 0.11 |  | 15 | 0.30 |  | (2) | (0.05) |  | 1 | 0.02 |  | 3 | 0.07 |
| Non-U.S. commercial |  | 10 | 0.04 |  | 45 | 0.20 |  | 42 | 0.19 |  | 45 | 0.20 |  | 9 | 0.04 |
|  |  | 55 | 0.05 |  | 86 | 0.08 |  | 99 | 0.09 |  | 131 | 0.13 |  | 54 | 0.05 |
| U.S. small business commercial |  | 55 | 1.67 |  | 50 | 1.55 |  | 52 | 1.64 |  | 55 | 1.68 |  | 57 | 1.72 |
| Total commercial |  | 110 | 0.10 |  | 136 | 0.12 |  | 151 | 0.14 |  | 186 | 0.17 |  | 111 | 0.11 |
| Total net charge-offs | \$ | 888 | 0.40 | \$ | 985 | 0.44 | \$ | $\xrightarrow{1,068}$ | 0.48 | \$ | 1,144 | 0.52 | \$ | 932 | 0.43 |
| By Business Segment and All Other |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Consumer Banking | \$ | 710 | 1.14\% | \$ | 715 | 1.18\% | \$ | 739 | 1.25\% | \$ | 736 | 1.24\% | \$ | 709 | 1.21\% |
| Global Wealth \& Investment Management |  | 12 | 0.03 |  | 14 | 0.04 |  | 5 | 0.01 |  | 20 | 0.06 |  | 17 | 0.05 |
| Global Banking |  | 57 | 0.07 |  | 80 | 0.10 |  | 104 | 0.13 |  | 137 | 0.17 |  | 53 | 0.07 |
| Global Markets |  | 4 | 0.02 |  | 5 | 0.03 |  | - | - |  | - | - |  | - | - |
| All Other |  | 105 | 0.41 |  | 171 | 0.63 |  | 220 | 0.76 |  | 251 | 0.80 |  | 153 | 0.46 |
| Total net charge-offs | \$ | 888 | 0.40 | \$ | 985 | 0.44 | \$ | 1,068 | 0.48 | \$ | 1,144 | 0.52 | \$ | 932 | 0.43 |

[^31]Certain prior period amounts have been reclassified to conform to current period presentation.

## Bank of America Corporation and Subsidiaries

Year-to-Date Net Charge-offs and Net Charge-off Ratios ${ }^{(1,2)}$
(Dollars in millions)

| Net Charge-offs | Nine Months Ended September 30 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2016 |  |  | 2015 |  |  |
|  | Amount |  | Percent | Amount |  | Percent |
| Residential mortgage ${ }^{(3)}$ | \$ | 129 | 0.09\% | \$ | 400 | 0.26\% |
| Home equity |  | 335 | 0.61 |  | 443 | 0.72 |
| U.S. credit card |  | 1,703 | 2.60 |  | 1,751 | 2.66 |
| Non-U.S. credit card |  | 134 | 1.84 |  | 142 | 1.88 |
| Direct/Indirect consumer |  | 91 | 0.13 |  | 83 | 0.13 |
| Other consumer |  | 152 | 9.09 |  | 139 | 9.72 |
| Total consumer |  | 2,544 | 0.76 |  | 2,958 | 0.84 |
| U.S. commercial ${ }^{(4)}$ |  | 155 | 0.08 |  | 58 | 0.03 |
| Commercial real estate |  | (31) | (0.07) |  | (9) | (0.02) |
| Commercial lease financing |  | 19 | 0.12 |  | 8 | 0.06 |
| Non-U.S. commercial |  | 97 | 0.14 |  | 9 | 0.01 |
|  |  | 240 | 0.08 |  | 66 | 0.02 |
| U.S. small business commercial |  | 157 | 1.62 |  | 170 | 1.73 |
| Total commercial |  | 397 | 0.12 |  | 236 | 0.08 |
| Total net charge-offs | \$ | 2,941 | 0.44 | \$ | 3,194 | 0.49 |
| By Business Segment and All Other |  |  |  |  |  |  |
| Consumer Banking | \$ | 2,164 | 1.19\% | \$ | 2,264 | 1.31\% |
| Global Wealth \& Investment Management |  | 31 | 0.03 |  | 52 | 0.05 |
| Global Banking |  | 241 | 0.10 |  | 57 | 0.03 |
| Global Markets |  | 9 | 0.02 |  | - | - |
| All Other |  | 496 | 0.60 |  | 821 | 0.74 |
| Total net charge-offs | \$ | 2,941 | 0.44 | \$ | 3,194 | 0.49 |

${ }^{(1)}$ Net charge-off ratios are calculated as annualized net charge-offs divided by average outstanding loans and leases excluding loans accounted for under the fair value option during the period for each loan and lease category. Excluding the purchased credit-impaired loan portfolio, total annualized net charge-offs as a percentage of total average loans and leases outstanding were 0.45 and 0.50 for the nine months ended September 30, 2016 and 2015.
${ }^{(2)}$ Excludes write-offs of purchased credit-impaired loans of $\$ 270$ million and $\$ 726$ million for the nine months ended September 30, 2016 and 2015. Including the write-offs of purchased creditimpaired loans, total annualized net charge-offs and purchased credit-impaired write-offs as a percentage of total average loans and leases outstanding were 0.48 and 0.61 for the nine months ended September 30, 2016 and 2015.
${ }^{(3)}$ Includes charge-offs on nonperforming loan sales of $\$ 35$ million and nonperforming loan sale recoveries and other recoveries of $\$ 119$ million for the nine months ended September 30 , 2016 and 2015.
${ }^{(4)}$ Excludes U.S. small business commercial loans.

[^32]
## Bank of America Corporation and Subsidiaries

## Allocation of the Allowance for Credit Losses by Product Type

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | September 30, 2016 |  |  |  | June 30, 2016 |  |  |  | September 30, 2015 |  |  |
| Allowance for loan and lease losses | Amount |  | $\begin{gathered} \text { Percent } \\ \text { of } \\ \text { Total } \end{gathered}$ | Percent of Loans and Leases Outstanding ${ }^{(1,2)}$ | Amount |  | Percent of Total | Percent of Loans and Leases Outstanding ${ }^{(1,2)}$ | Amount | Percent <br> of <br> Total <br> $13.87 \%$ | Percent of Loans and Leases Outstanding ${ }^{(1,2)}$ |
| Residential mortgage | \$ | 1,088 | 9.31\% | 0.58\% | \$ | 1,192 | 10.07\% | 0.64\% | \$ 1,755 |  | 0.93\% |
| Home equity |  | 1,901 | 16.26 | 2.75 |  | 2,017 | 17.04 | 2.82 | 2,645 | 20.90 | 3.39 |
| U.S. credit card |  | 2,857 | 24.44 | 3.22 |  | 2,806 | 23.71 | 3.18 | 2,973 | 23.49 | 3.37 |
| Non-U.S. credit card |  | 258 | 2.21 | 2.79 |  | 256 | 2.16 | 2.73 | 299 | 2.36 | 2.97 |
| Direct/Indirect consumer |  | 227 | 1.94 | 0.24 |  | 224 | 1.89 | 0.24 | 234 | 1.85 | 0.27 |
| Other consumer |  | 48 | 0.39 | 2.01 |  | 48 | 0.41 | 2.11 | 46 | 0.36 | 2.33 |
| Total consumer |  | 6,379 | 54.55 | 1.42 |  | 6,543 | 55.28 | 1.45 | 7,952 | 62.83 | 1.75 |
| U.S. commercial ${ }^{(3)}$ |  | 3,427 | 29.31 | 1.22 |  | 3,441 | 29.07 | 1.24 | 2,749 | 21.72 | 1.07 |
| Commercial real estate |  | 915 | 7.83 | 1.60 |  | 919 | 7.76 | 1.60 | 1,084 | 8.56 | 1.95 |
| Commercial lease financing |  | 141 | 1.21 | 0.66 |  | 145 | 1.22 | 0.68 | 160 | 1.26 | 0.79 |
| Non-U.S. commercial |  | 830 | 7.10 | 0.95 |  | 789 | 6.67 | 0.89 | 712 | 5.63 | 0.80 |
| Total commercial ${ }^{(4)}$ |  | 5,313 | 45.45 | 1.19 |  | 5,294 | 44.72 | 1.19 | 4,705 | 37.17 | 1.12 |
| Allowance for loan and lease losses |  | 11,692 | 100.00\% | 1.30 |  | 11,837 | 100.00\% | 1.32 | 12,657 | 100.00\% | 1.45 |
| Reserve for unfunded lending commitments |  | 767 |  |  |  | 750 |  |  | 661 |  |  |
| Allowance for credit losses |  | 12,459 |  |  |  | 12,587 |  |  | \$ 13,318 |  |  |

## Asset Quality Indicators

| Allowance for loan and lease losses/Total loans and leases ${ }^{(2)}$ | 1.30\% | 1.32\% | 1.45\% |
| :---: | :---: | :---: | :---: |
| Allowance for loan and lease losses (excluding the valuation allowance for purchased creditimpaired loans)/Total loans and leases (excluding purchased credit-impaired loans) ${ }^{(2,5)}$ | 1.27 | 1.29 | 1.37 |
| Allowance for loan and lease losses/Total nonperforming loans and leases ${ }^{(6)}$ | 140 | 142 | 129 |
| Allowance for loan and lease losses (excluding the valuation allowance for purchased creditimpaired loans)/Total nonperforming loans and leases ${ }^{(5)}$ | 135 | 135 | 120 |
| Ratio of the allowance for loan and lease losses/ Annualized net charge-offs ${ }^{(7)}$ | 3.31 | 2.99 | 3.42 |
| Ratio of the allowance for loan and lease losses (excluding the valuation allowance for purchased credit-impaired loans)/Annualized net charge-offs ${ }^{(5,7)}$ | 3.18 | 2.85 | 3.18 |
| Ratio of the allowance for loan and lease losses/ Annualized net charge-offs and purchased credit-impaired write-offs | 3.03 | 2.76 | 2.95 |

[^33]
## Exhibit A: Non-GAAP Reconciliations

## Bank of America Corporation and Subsidiaries

## Reconciliations to GAAP Financial Measures

(Dollars in millions)

The Corporation evaluates its business based on a fully taxable-equivalent basis, a non-GAAP financial measure. Total revenue, net of interest expense, includes net interest income on a fully taxable-equivalent basis and noninterest income. The Corporation believes that this presentation allows for comparison of amounts from both taxable and tax-exempt sources and is consistent with industry practices. The Corporation presents related ratios and analyses (i.e., efficiency ratios and net interest yield) on a fully taxable-equivalent basis. To derive the fully taxable-equivalent basis, net interest income is adjusted to reflect tax-exempt income on an equivalent before-tax basis with a corresponding increase in income tax expense. For purposes of this calculation, the Corporation uses the federal statutory tax rate of 35 percent. The efficiency ratio measures the costs expended to generate a dollar of revenue, and net interest yield measures the basis points the Corporation earns over the cost of funds.

The Corporation also evaluates its business based on the following ratios that utilize tangible equity, a non-GAAP financial measure. Tangible equity represents an adjusted shareholders' equity or common shareholders' equity amount which has been reduced by goodwill and intangible assets (excluding mortgage servicing rights), net of related deferred tax liabilities. Return on average tangible common shareholders' equity measures the Corporation's earnings contribution as a percentage of adjusted average common shareholders' equity. The tangible common equity ratio represents adjusted ending common shareholders' equity divided by total assets less goodwill and intangible assets (excluding mortgage servicing rights), net of related deferred tax liabilities. Return on average tangible shareholders' equity measures the Corporation's earnings contribution as a percentage of adjusted average total shareholders' equity. The tangible equity ratio represents adjusted ending shareholders' equity divided by total assets less goodwill and intangible assets (excluding mortgage servicing rights), net of related deferred tax liabilities. Tangible book value per common share represents adjusted ending common shareholders' equity divided by ending common shares outstanding. These measures are used to evaluate the Corporation's use of equity. In addition, profitability, relationship and investment models all use return on average tangible shareholders' equity as key measures to support our overall growth goals.

See the table below and on page 43 for reconciliations of these non-GAAP financial measures to financial measures defined by GAAP for the nine months ended September 30,2016 and 2015 and the three months ended September 30, 2016, June 30, 2016, March 31, 2016, December 31, 2015 and September 30, 2015. The Corporation believes the use of these non-GAAP financial measures provides additional clarity in assessing the results of the Corporation. Other companies may define or calculate supplemental financial data differently.

|  | Nine Months Ended September 30 |  |  |  | Third Quarter 2016 |  | Second Quarter 2016 |  | First Quarter 2016 |  | Fourth Quarter 2015 |  | Third Quarter 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2016 |  | 2015 |  |  |  |  |  |  |  |  |  |  |
| Reconciliation of net interest income to net interest income on a fully taxable-equivalent basis |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 30,804 | \$ | 29,272 | \$ | 10,201 | \$ | 10,118 | \$ | 10,485 | \$ | 9,686 | \$ | 9,900 |
| Fully taxable-equivalent adjustment |  | 666 |  | 664 |  | 228 |  | 223 |  | 215 |  | 225 |  | 227 |
| Net interest income on a fully taxable-equivalent basis | \$ | 31,470 | \$ | 29,936 | \$ | 10,429 | \$ | 10,341 | \$ | 10,700 | \$ | 9,911 | \$ | 10,127 |


| Total revenue, net of interest expense | \$ | 63,711 | \$ | 63,383 | \$ | 21,635 | \$ | 21,286 | \$ | 20,790 | \$ | 19,582 | \$ | 20,992 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fully taxable-equivalent adjustment |  | 666 |  | 664 |  | 228 |  | 223 |  | 215 |  | 225 |  | 227 |
| Total revenue, net of interest expense on a fully taxable-equivalent basis | \$ | 64,377 | \$ | 64,047 | \$ | 21,863 | \$ | 21,509 | \$ | 21,005 | \$ | 19,807 | \$ | 21,219 |

Reconciliation of income tax expense to income tax expense on a fully taxable-equivalent basis

| Income tax expense | \$ | 5,888 | \$ | 4,756 | \$ | 2,349 | \$ | 2,034 | \$ | 1,505 | \$ | 1,478 | \$ | 1,628 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fully taxable-equivalent adjustment |  | 666 |  | 664 |  | 228 |  | 223 |  | 215 |  | 225 |  | 227 |
| Income tax expense on a fully taxable-equivalent basis | \$ | 6,554 | \$ | 5,420 | \$ | 2,577 | \$ | 2,257 | \$ | 1,720 | \$ | 1,703 | \$ | 1,855 |

Reconciliation of average common shareholders' equity to average tangible common shareholders' equity

| Common shareholders' equity | \$ | 240,440 | \$ | 228,614 | \$ | 243,679 | \$ | 240,376 | \$ | 237,229 | \$ | 234,800 | \$ | 231,524 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Goodwill |  | $(69,752)$ |  | $(69,775)$ |  | $(69,744)$ |  | $(69,751)$ |  | $(69,761)$ |  | $(69,761)$ |  | $(69,774)$ |
| Intangible assets (excluding mortgage servicing rights) |  | $(3,480)$ |  | $(4,307)$ |  | $(3,276)$ |  | $(3,480)$ |  | $(3,687)$ |  | $(3,888)$ |  | $(4,099)$ |
| Related deferred tax liabilities |  | 1,666 |  | 1,885 |  | 1,628 |  | 1,662 |  | 1,707 |  | 1,753 |  | 1,811 |
| Tangible common shareholders' equity | \$ | 168,874 | \$ | 156,417 | \$ | 172,287 | \$ | 168,807 | \$ | 165,488 | \$ | 162,904 | \$ | 159,462 |
| $\underline{\text { Reconciliation of average shareholders' equity to average tangible shareholders' equity }}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Shareholders' equity | \$ | 264,907 | \$ | 250,265 | \$ | 268,899 | \$ | 265,354 | \$ | 260,423 | \$ | 257,074 | \$ | 253,798 |
| Goodwill |  | $(69,752)$ |  | $(69,775)$ |  | $(69,744)$ |  | $(69,751)$ |  | $(69,761)$ |  | $(69,761)$ |  | $(69,774)$ |
| Intangible assets (excluding mortgage servicing rights) |  | $(3,480)$ |  | $(4,307)$ |  | $(3,276)$ |  | $(3,480)$ |  | $(3,687)$ |  | $(3,888)$ |  | $(4,099)$ |
| Related deferred tax liabilities |  | 1,666 |  | 1,885 |  | 1,628 |  | 1,662 |  | 1,707 |  | 1,753 |  | 1,811 |
| Tangible shareholders' equity | \$ | 193,341 | \$ | 178,068 | \$ | 197,507 | \$ | 193,785 | \$ | 188,682 | \$ | 185,178 | \$ | 181,736 |

[^34]Exhibit A: Non-GAAP Reconciliations (continued)

## Bank of America Corporation and Subsidiaries

## Reconciliations to GAAP Financial Measures

| (Dollars in millions) |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine Months Ended September 30 |  | Third Quarter 2016 | Second Quarter 2016 | First Quarter 2016 | Fourth Quarter 2015 | Third Quarter 2015 |
|  | 2016 | 2015 |  |  |  |  |  |
| Reconciliation of period-end common shareholders' equity to period-end tangible common shareholders' equity |  |  |  |  |  |  |  |
| Common shareholders' equity | \$ 244,863 | \$ 233,588 | \$ 244,863 | \$ 242,206 | \$ 238,662 | \$ 233,903 | \$ 233,588 |
| Goodwill | $(69,744)$ | $(69,761)$ | $(69,744)$ | $(69,744)$ | $(69,761)$ | $(69,761)$ | $(69,761)$ |
| Intangible assets (excluding mortgage servicing rights) | $(3,168)$ | $(3,973)$ | $(3,168)$ | $(3,352)$ | $(3,578)$ | $(3,768)$ | $(3,973)$ |
| Related deferred tax liabilities | 1,588 | 1,762 | 1,588 | 1,637 | 1,667 | 1,716 | 1,762 |
| Tangible common shareholders' equity | \$ 173,539 | \$ 161,616 | \$ 173,539 | \$ 170,747 | \$ 166,990 | \$ 162,090 | \$ 161,616 |
| Reconciliation of period-end shareholders' equity to period-end tangible shareholders' equity |  |  |  |  |  |  |  |
| Shareholders' equity | \$ 270,083 | \$ 255,861 | \$ 270,083 | \$ 267,426 | \$ 263,004 | \$ 256,176 | \$ 255,861 |
| Goodwill | $(69,744)$ | $(69,761)$ | $(69,744)$ | $(69,744)$ | $(69,761)$ | $(69,761)$ | $(69,761)$ |
| Intangible assets (excluding mortgage servicing rights) | $(3,168)$ | $(3,973)$ | $(3,168)$ | $(3,352)$ | $(3,578)$ | $(3,768)$ | $(3,973)$ |
| Related deferred tax liabilities | 1,588 | 1,762 | 1,588 | 1,637 | 1,667 | 1,716 | 1,762 |
| Tangible shareholders' equity | \$ 198,759 | \$ 183,889 | \$ 198,759 | \$ 195,967 | \$ 191,332 | \$ 184,363 | \$ 183,889 |
| $\underline{\text { Reconciliation of period-end assets to period-end tangible assets }}$ |  |  |  |  |  |  |  |
| Assets | \$2,195,314 | \$2,152,962 | \$2,195,314 | \$2,186,966 | \$2,185,726 | \$2,144,287 | \$2,152,962 |
| Goodwill | $(69,744)$ | $(69,761)$ | $(69,744)$ | $(69,744)$ | $(69,761)$ | $(69,761)$ | $(69,761)$ |
| Intangible assets (excluding mortgage servicing rights) | $(3,168)$ | $(3,973)$ | $(3,168)$ | $(3,352)$ | $(3,578)$ | $(3,768)$ | $(3,973)$ |
| Related deferred tax liabilities | 1,588 | 1,762 | 1,588 | 1,637 | 1,667 | 1,716 | 1,762 |
| Tangible assets | \$2,123,990 | \$2,080,990 | \$2,123,990 | \$2,115,507 | \$2,114,054 | \$2,072,474 | \$2,080,990 |

Certain prior period amounts have been reclassified to conform to current period presentation.


[^0]:    ${ }^{1}$ Comparisons are to the year-ago quarter unless noted.
    ${ }^{2}$ The U.S. consumer card portfolio includes Consumer Banking and GWIM.
    ${ }^{3}$ Source: Preliminary estimate based on June 2016 FDIC deposit data, adjusted to remove commercial balances.
    ${ }^{4}$ Total mortgage production includes first mortgage and home equity originations in Consumer Banking and GWIM. Amounts represent the unpaid principal balance of loans and in the case of home equity, the principal amount of the total line of credit.

[^1]:    For footnotes see page 13.

[^2]:    ${ }^{(1)}$ Fully taxable-equivalent (FTE) basis is a performance measure used by management in operating the business that management believes provides investors with a more accurate picture of the interest margin for comparative purposes. The Corporation believes that this presentation allows for comparison of amounts from both taxable and tax-exempt sources and is consistent with industry practices.
    ${ }^{(2)}$ Return on average allocated capital is calculated as net income, adjusted for cost of funds and earnings credits and certain expenses related to intangibles, divided by average allocated capital. Other companies may define or calculate these measures differently.

[^3]:    Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

[^4]:    
     consistent with industry practices.
     capital. Other companies may define or calculate these measures differently.
    $\mathrm{n} / \mathrm{m}=$ not meaningful

[^5]:    Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

[^6]:    Certain prior period amounts have been reclassified to conform to current period presentation

[^7]:    Certain prior period amounts have been reclassified to conform to current period presentation.

[^8]:    Certain prior period amounts have been reclassified to conform to current period presentation.

[^9]:    Certain prior period amounts have been reclassified to conform to current period presentation.

[^10]:    
     insignificant pro forma change of the Corporation's capital ratios.
    
     adequacy.
    
    
     exposures primarily include undrawn lending commitments, letters of credit, potential future derivative exposures and repo-style transactions.
    
    
     on pages 42-43.)

[^11]:    ${ }^{(1)}$ Regulatory capital ratios are preliminary. Under the applicable bank regulatory rules, the Corporation is not required to and, accordingly, will not restate previously-filed capital ratios in connection with the change in accounting method related to certain debt securities. The cumulative impact of this change would have resulted in an insignificant pro forma change of the Corporation's capital ratios.
    ${ }^{(2)}$ Prior to the fourth quarter of 2015, Bank of America was required to report regulatory capital using the Standardized approach. In connection with its exit from parallel run in the fourth quarter of 2015, Bank of America began to report regulatory capital ratios under both the Standardized and Advanced approaches. The approach that yields the lower ratio is used to assess capital adequacy.
    ${ }^{(3)}$ Fully phased-in estimates are non-GAAP financial measures. For reconciliations to GAAP financial measures, see above.
    ${ }^{(4)}$ Basel 3 fully phased-in Advanced approaches estimates assume approval by U.S. banking regulators of our internal analytical models, including approval of the internal models methodology (IMM). As of September 30, 2016, the Corporation did not have regulatory approval for the IMM model.

[^12]:    Nonperforming loans are included in the respective average loan balances. Income on these nonperforming loans is generally recognized on a cost recovery basis. Purchased credit-impaired loans were recorded at fair value upon acquisition and accrete interest income over the estimated life of the loan.
    ${ }^{(2)}$ Beginning in the first quarter of 2016, the Corporation classifies operating leases in other assets on the Consolidated Balance Sheet. For the three months ended September 30 , 2015 , $\$ 5.4$ billion of operating leases were reclassified from loans and leases to other assets to conform to this presentation. Additionally, amounts related to these leases were reclassified from net interest income to other income and other general operating expenses on the Consolidated Statement of Income.
    ${ }^{(3)}$ The impact of interest rate risk management derivatives on interest income is presented below. Interest income includes the impact of interest rate risk management contracts, which increased (decreased) interest income on:

[^13]:    Certain prior period amounts have been reclassified to conform to current period presentation.

[^14]:    ${ }^{(1)}$ These securities are primarily used to satisfy certain international regulatory liquidity requirements.

[^15]:    ${ }^{(1)}$ Total assets include asset allocations to match liabilities (i.e., deposits).

[^16]:    Total assets include asset allocations to match liabilities (i.e., deposits).

[^17]:    ${ }^{(1)}$ Total assets include asset allocations to match liabilities (i.e., deposits).

[^18]:    ${ }^{(1)}$ Return on average allocated capital is calculated as net income, adjusted for cost of funds and earnings credits and certain expenses related to intangibles, divided by average allocated capital. Other companies may define or calculate these measures differently.
    ${ }^{(2)}$ Total earning assets and total assets include asset allocations to match liabilities (i.e., deposits) and allocated shareholders' equity.

[^19]:    Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

[^20]:    ${ }^{(1)}$ In addition to the U.S. credit card portfolio in Consumer Banking, the remaining U.S. credit card portfolio is in GWIM.
    ${ }^{(2)}$ The above loan production amounts represent the unpaid principal balance of loans and in the case of home equity, the principal amount of the total line of credit.
    ${ }^{(3)}$ In addition to loan production in Consumer Banking, there is also first mortgage and home equity loan production in GWIM.
    ${ }^{(4)}$ Represents the net change in fair value of the mortgage servicing rights asset due to the recognition of modeled cash flows.
    ${ }^{(5)}$ These amounts reflect the changes in modeled mortgage servicing rights fair value primarily due to observed changes in interest rates, periodic adjustments to the valuation model and changes in cash flow assumptions.
    ${ }^{(6)}$ Does not include certain non-U.S. residential mortgage MSR balances, which are recorded in Global Markets.
    ${ }^{(7)}$ Includes gains (losses) on sales of MSRs.
    ${ }^{(8)}$ Amounts for other mortgage banking income are included in this Consumer Banking table to show the components of consolidated mortgage banking income.
    ${ }^{(9)}$ Consists primarily of revenue from sales of repurchased loans that had returned to performing status.
    ${ }^{(10)}$ Includes the effect of transfers of mortgage loans from Consumer Banking to the ALM portfolio included in All Other, and net gains or losses on intercompany trades related to mortgage servicing rights risk management.

[^21]:    ${ }^{(1)}$ Return on average allocated capital is calculated as net income, adjusted for cost of funds and earnings credits and certain expenses related to intangibles, divided by average allocated capital. Other companies may define or calculate these measures differently.
    ${ }^{(2)}$ Total earning assets and total assets include asset allocations to match liabilities (i.e., deposits) and allocated shareholders' equity.

[^22]:     management were sold during the three months ended June 30, 2016.
    ${ }^{(2)}$ Defined as assets under advisory and discretion of GWIM in which the duration of the investment strategy is longer than one year.
     strategies is primarily less than one year.
    ${ }^{(4)}$ Includes margin receivables which are classified in customer and other receivables on the Consolidated Balance Sheet.
     September 30, 2015, respectively.
    ${ }^{(6)}$ Headcount computation is based upon full-time equivalents
     of financial advisors (excluding financial advisors in the Consumer Banking segment).

[^23]:    ${ }^{(1)}$ Return on average allocated capital is calculated as net income, adjusted for cost of funds and earnings credits and certain expenses related to intangibles, divided by average allocated capital. Other companies may define or calculate these measures differently.
    ${ }^{(2)}$ Total earning assets and total assets include asset allocations to match liabilities (i.e., deposits) and allocated shareholders' equity.

[^24]:    (1) Investment banking fees represent total investment banking fees for Global Banking inclusive of self-led deals and fees included within Business Lending.
    ${ }^{(2)}$ Advisory includes fees on debt and equity advisory and mergers and acquisitions.
    ${ }^{(3)}$ Investment banking fees represent only the fee component in Global Banking and do not include certain other items shared with the Investment Banking Group under internal revenue sharing agreements.
    ${ }^{(4)}$ Criticized exposure corresponds to the Special Mention, Substandard and Doubtful asset categories defined by regulatory authorities. The reservable criticized exposure is on an end-of-period basis and is also shown as a percentage of total commercial utilized reservable criticized exposure, including loans and leases, standby letters of credit, financial guarantees, commercial letters of credit and bankers' acceptances.
    ${ }^{(5)}$ Nonperforming loans, leases and foreclosed properties are on an end-of-period basis. The nonperforming ratio is nonperforming assets divided by loans, leases and foreclosed properties.

[^25]:    ${ }^{(1)}$ Substantially all of Global Markets total revenue is sales and trading revenue and investment banking fees, with a small portion related to certain revenue sharing agreements with other business segments. For additional sales and trading revenue information, see page 30 .
    ${ }^{(2)}$ Return on average allocated capital is calculated as net income, adjusted for cost of funds and earnings credits and certain expenses related to intangibles, divided by average allocated capital. Other companies may define or calculate these measures differently.
    ${ }^{(3)}$ Trading-related assets include derivative assets, which are considered non-earning assets.

[^26]:    Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

[^27]:    ${ }^{(1)}$ Includes loans and leases, standby letters of credit and financial guarantees, derivative assets, assets held-for-sale, commercial letters of credit, bankers' acceptances, securitized assets, foreclosed properties and other collateral acquired. Derivative assets are carried at fair value, reflect the effects of legally enforceable master netting agreements and have been reduced by cash collateral of $\$ 44.6$ billion, $\$ 50.7$ billion and $\$ 46.2$ billion at September 30, 2016, June 30, 2016 and September 30, 2015, respectively. Not reflected in utilized and committed exposure is additional noncash derivative collateral held of $\$ 22.7$ billion, $\$ 24.5$ billion and $\$ 24.1$ billion which consists primarily of other marketable securities at September 30, 2016, June 30, 2016 and September 30, 2015, respectively.
    ${ }^{(2)}$ Total utilized and total committed exposure includes loans of $\$ 6.3$ billion, $\$ 6.8$ billion and $\$ 5.2$ billion and issued letters of credit with a notional amount of $\$ 279$ million, $\$ 321$ million and $\$ 240$ million accounted for under the fair value option at September 30, 2016, June 30, 2016 and September 30, 2015, respectively. In addition, total committed exposure includes unfunded loan commitments accounted for under the fair value option with a notional amount of $\$ 7.4$ billion, $\$ 7.8$ billion and $\$ 7.7$ billion at September 30, 2016, June 30, 2016 and September 30, 2015, respectively.
    ${ }^{(3)}$ Includes U.S. small business commercial exposure
    ${ }^{(4)}$ Includes the notional amount of unfunded legally binding lending commitments net of amounts distributed (e.g., syndicated or participated) to other financial institutions of $\$ 12.4$ billion, $\$ 13.9$ billion and $\$ 13.4$ billion at September 30, 2016, June 30, 2016 and September 30, 2015, respectively.
    ${ }^{(5)}$ Industries are viewed from a variety of perspectives to best isolate the perceived risks. For purposes of this table, the real estate industry is defined based on the borrowers' or counterparties' primary business activity using operating cash flows and primary source of repayment as key factors.
    ${ }^{(6)}$ Represents net notional credit protection purchased.

[^28]:    Certain prior period amounts have been reclassified to conform to current period presentation.

[^29]:    Certain prior period amounts have been reclassified to conform to current period presentation.

[^30]:    ${ }^{(1)}$ For amounts excluded from nonperforming loans, leases and foreclosed properties, see footnotes to Nonperforming Loans, Leases and Foreclosed Properties table on page 37.
    ${ }^{(2)}$ Consumer loans and leases may be returned to performing status when all principal and interest is current and full repayment of the remaining contractual principal and interest is expected, or when the loan otherwise becomes well-secured and is in the process of collection. Certain troubled debt restructurings are classified as nonperforming at the time of restructuring and may only be returned to performing status after considering the borrower's sustained repayment performance for a reasonable period, generally six months.
    ${ }^{(3)}$ Our policy is not to classify consumer credit card and non-bankruptcy related consumer loans not secured by real estate as nonperforming; therefore, the charge-offs on these loans have no impact on nonperforming activity and, accordingly, are excluded from this table.
    ${ }^{(4)}$ Includes U.S. small business commercial activity. Small business card loans are excluded as they are not classified as nonperforming.
    ${ }^{(5)}$ Commercial loans and leases may be returned to performing status when all principal and interest is current and full repayment of the remaining contractual principal and interest is expected, or when the loan otherwise becomes well-secured and is in the process of collection. Troubled debt restructurings are generally classified as performing after a sustained period of demonstrated payment performance.

[^31]:    (1) Net charge-off ratios are calculated as annualized net charge-offs divided by average outstanding loans and leases excluding loans accounted for under the fair value option during the period for each loan and lease category. Excluding the purchased credit-impaired loan portfolio, total annualized net charge-offs as a percentage of total average loans and leases outstanding were $0.40,0.45,0.49,0.53$ and 0.43 for the three months ended September 30, 2016, June 30, 2016, March 31, 2016, December 31, 2015 and September 30, 2015, respectively.
    ${ }^{(2)}$ Excludes write-offs of purchased credit-impaired loans of $\$ 83$ million, $\$ 82$ million, $\$ 105$ million, $\$ 82$ million and $\$ 148$ million for the three months ended September 30 , 2016, June 30 , 2016, March 31, 2016, December 31, 2015 and September 30, 2015, respectively. Including the write-offs of purchased credit-impaired loans, total annualized net charge-offs and purchased creditimpaired write-offs as a percentage of total average loans and leases outstanding were $0.43,0.48,0.53,0.55$ and 0.49 for the three months ended September 30, 2016, June 30, 2016, March 31, 2016, December 31, 2015 and September 30, 2015, respectively.
    ${ }^{(3)}$ Includes nonperforming loan sales charge-offs (recoveries and other recoveries) of \$(7) million, \$0, \$42 million, \$(8) million, and \$(57) million for the three months ended September 30, 2016, June 30, 2016, March 31, 2016, December 31, 2015 and September 30, 2015, respectively.
    ${ }^{(4)}$ Excludes U.S. small business commercial loans.

[^32]:    Certain prior period amounts have been reclassified to conform to current period presentation.

[^33]:    ${ }^{(1)}$ Ratios are calculated as allowance for loan and lease losses as a percentage of loans and leases outstanding excluding loans accounted for under the fair value option. Consumer loans accounted for under the fair value option included residential mortgage loans of $\$ 1.4$ billion, $\$ 1.5$ billion and $\$ 1.7$ billion and home equity loans of $\$ 340$ million, $\$ 354$ million and $\$ 225$ million at September 30, 2016, June 30, 2016 and September 30, 2015, respectively. Commercial loans accounted for under the fair value option included U.S. commercial loans of $\$ 2.6$ billion, $\$ 2.7$ billion and $\$ 2.3$ billion and non-U.S. commercial loans of $\$ 3.7$ billion, $\$ 4.1$ billion and $\$ 3.0$ billion at September 30, 2016, June 30, 2016 and September 30, 2015 , respectively.
    ${ }^{(2)}$ Total loans and leases do not include loans accounted for under the fair value option of $\$ 8.1$ billion, $\$ 8.7$ billion and $\$ 7.2$ billion at September 30, 2016, June 30, 2016 and September 30, 2015 , respectively.
    ${ }^{(3)}$ Includes allowance for loan and lease losses for U.S. small business commercial loans of $\$ 444$ million, $\$ 466$ million and $\$ 520$ million at September 30, 2016, June 30, 2016 and September 30, 2015, respectively.
    ${ }^{(4)}$ Includes allowance for loan and lease losses for impaired commercial loans of $\$ 258$ million, $\$ 238$ million and $\$ 154$ million at September 30, 2016, June 30, 2016 and September 30, 2015, respectively.
    ${ }^{(5)}$ Excludes valuation allowance on purchased credit-impaired loans of $\$ 453$ million, $\$ 528$ million and $\$ 886$ million at September 30, 2016, June 30, 2016 and September 30, 2015, respectively.
    ${ }^{(6)}$ Allowance for loan and lease losses includes $\$ 4.1$ billion, $\$ 4.1$ billion and $\$ 4.7$ billion allocated to products (primarily the Consumer Lending portfolios within Consumer Banking and purchased credit-impaired loans) that are excluded from nonperforming loans and leases at September 30, 2016, June 30, 2016 and September 30, 2015, respectively. Excluding these amounts, allowance for loan and lease losses as a percentage of total nonperforming loans and leases was 91 percent, 93 percent and 81 percent at September 30, 2016, June 30, 2016 and September 30, 2015, respectively.
    ${ }^{(7)}$ Net charge-offs exclude $\$ 83$ million, $\$ 82$ million and $\$ 148$ million of write-offs in the purchased credit-impaired loan portfolio at September 30, 2016, June 30, 2016 and September 30, 2015, respectively.

[^34]:    Certain prior period amounts have been reclassified to conform to current period presentation.

